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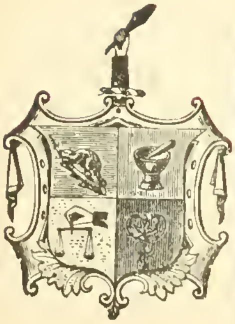

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The Canadian Druggist.

Vol. xxii. TORONTO, CANADA, JANUARY, 1910 No. 1

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UNIVERSITY OF TORONTO

WE extend to all our readers throughout the nine Provinces of Canada and in Newfoundland, as well as to those outside our own borders, our best wishes for a prosperous, profitable and Happy New Year.

EDITORIAL

OUR NEW VOLUME

WITH this issue THE CANADIAN DRUGGIST enters upon the twenty-second year of publication.

During the past twenty-one years we have endeavored to publish a Journal not only of interest to all our readers, but also one which would be found helpful in every sphere of the work of the Chemists and Druggists of Canada.

Our "Slogan" from the first has been The interests of the General Drug Trade and the advancement of Pharmacy" and although we have not yet attained the ideals which we had set before us and perhaps not what some of our readers had expected, yet we feel convinced that our publication has been appreciated by its patrons and that its influence has been felt in all that tends to the maintenance of the true standard of Pharmacy and as representing the craft in this country.

It has always been our endeavor to deal with all matters from a "national" rather than a sectional standpoint and to take in the enenlarged view as embraced by the Dominion, rather than the narrow one of Provincialism.

We thank those of our readers and friends who have so kindly contributed to our publication in the past, and ask that not only they but also additional members of our profession, will use our columns for their own benefit as well as that of their confreres.

We invite criticism as well, and we would say to our readers that as the Canadian Druggist is your organ and is published for your benefit, conjointly with that of the publisher, we expect your hearty co-operation in making the journal in every respect what it should be as representing all branches of the drug business, wholesale, retail and manufacturing.

Now that we have obtained our majority and come to the mature age of 21 years, we hope to prove of still greater value to the clientele which we represent, and we will spare no effort to maintain the standard of our publication and to retain its hold upon the esteem of its patrons.

To subscribers and advertisers alike we extend our sincere thanks for their generous support in the past, and hope for the same helpful treatment in the future.

INTERNATIONAL PHARMACOPOEIA

For some years a special committee has been engaged in the initiatory work of compiling an International Pharmacopoeia, a work designed to be in universal use and to be the text book both of physicians and pharmacists throughout the world.

Such an undertaking cannot fail to be of inestimable value when completed, but years must elapse and a great deal of labor must be spent in its collaboration and in putting into shape a work involving so many and varied views of opinion and results of practical experiences.

While all meetings of the committee thus far have been held in Europe and as a consequence the largest percentage of those in attendance were from the older European countries, yet the time has come when this Western continent must be fully represented, if the character of the work is to be of an international character, and such being the case, Canada must assume her position as one of the nations and Canadian Pharmacy be represented in the councils of the committee.

Such being the case it would appear advisable that a joint committee of Pharmacists and physicians of this country should be appointed to take the initiatory steps in gathering all information that may be of service when the time arrives for submitting the views of the professions and voicing Canada's suggestions, contributing its quota of what shall appear as specially applicable in the domain of medicine in this portion of the American continent.

Any contributions of the nature named should of course be the outcome of experienced pharmacists and chemists and of a kind which would be the result of genuine research and careful study.

One thing to be avoided should be the desire to fill the pharmacopoeia with formulas imitating proprietary remedies or used as substitutes for some well known compounds made by firms of manufacturing chemists. Any such remedies can very well be left to their originators and manufacturers, who will certainly see to it that they are not lost sight of by physicians, and if these preparations are worthy of it they will live and be as efficacious for their various uses as if included in the Pharmacopoeia. When the time arrives then, let Canada's contributions be on a par if possible with those of the old world possessing general value, but especially for use in this Continent.

Only high ideals will bring excellence in results and the highest ideals in Pharmacy and the best that can be accomplished are the only worthy contributions that can be offered by any body.

COUNCIL PROCEEDINGS

The first meeting of the newly elected council of the Ontario College of Pharmacy of which a full report is given in this issue, was held December 6th and following days.

The election of Mr. Hargreaves as President, which was a foregone conclusion, will certainly be endorsed by every member of the craft in the province. Mr. Hargreaves has proved a most efficient and painstaking member of the Council, and to him is due much of the credit for the excellent work during the last couple of years, and we have no doubt that under his able leadership the Council for the coming two years will do excellent work and look carefully after the interests of the Pharmacists of this Province.

It will be noticed that a change has taken place in the chairmanship of some of the committees. Messrs. Watters and Karn have proved themselves splendid chairmen on their respective committees of Education and Finance and they can retire with a feeling of having done their work well and carefully, and leave to the incoming chairmen, Messrs. Stewart and Southcott, the carrying on of the work of these important committees. The new chairmen we are certain will be found worthy occupants of the position, and it is well to have the younger and newer blood infused into the working of the council.

The Council are certainly to be commended on their action in deciding not to have a correspondence course in connection with the teaching of the College. Such a plan, if it had been adopted, would, we believe, have been a great mistake. In the first place the teaching staff as at present constituted is if anything overworked, and to put any additional labor on them would mean that their work could not be as efficiently done as at present. And again, to have started a correspondence course would have been altogether out of the Precincts of a college such as the Ontario College of Pharmacy.

This college has a standard now second to none on the continent and we question very much whether the establishment of the proposed course would have tended to keep up that standard.

The registrar-treasurer's report showed a goodly balance to the credit of the college, and certainly in the statement of the assets and liabilities, which showed a bank balance of over $10,000, the Council and with it the Pharmacists of Ontario are to be congratulated.

THE DRUG BUSINESS IN TORONTO

Possibly in no other city in Canada at least, have the druggists had so much to contend with as in Toronto, due to many causes, the chief of which, however, being that it is the home of the leading department stores of Canada, and who according to their business policy have made many serious inroads into the price of goods, especially in prices of patent medicines.

For a long time the druggists of this city held out for full prices, but eventually had to succumb to the inevitable, and we believe we are safe in saying that there is not a single druggist in Toronto who has not for some time been selling some goods at least, at cut rates. Many have tried to obtain full rates whenever possible, and only when they saw the

Instant Delivery

OF

HOWARDS'

Packed Goods

The following original packages of Howards' unrivalled British Chemicals are always in stock in Howards' Montreal Depot, ready for instant delivery to your Jobber

---

1 lb. Cartons Acid Boric Pure Pulv. and 170 Mesh.
1 lb. bottles Ammon Carb. Resubl.
1 lb. Cartons and 7 lb. pcls. Bismuth Carb.
" " " " Salicylas
" " " " Subnit
7 lb. pcls. Calcio Carb. Praecip.
7 lb. boxes Camphor, 4 oz. Tablets.
1 lb. tins Camphor, ½ oz. and 1 oz. Tablets.
1 oz. and 1 lb. bots. and 1 lb. tins Ferri et Quinin. Cit.
½ lb., 1 lb. and 7 lb. pcls. Hyd. Ammon.
" " " " Perchlor.
" " " " Subchlor.
" " " " Oxid. Rub.
1 lb. bots. Magnes Ponderrosa.
7, 14, and 28 lb. pcls., and 1 cwt. kegs Magnes Sulph. (Epsoms).
1 lb. bots. Potass Acetas Gran.
1 lb. bots. Potass Citras Pulv. or Gran.
1 lb. Cartons Potass Iodide.
7, 14 and 28 lb, pcls. Pulv. Seidlitz.
1 oz. and 4 oz. bots. and 100 oz. tins Quinine Sulphate.
1 oz. bottles Quinine Hydrochlor.
" " " Bisulphate.
" " " Hydrobrom.
" " " Salicylas Art.
" " " Valerian
7, 14 and 28 lb. pcls. Rochelle Salts-
¼ lb. boxes, ½, 1, and 7 lb. pcls. Sodii Bicarb.

It PAYS Pharmacists to handle reliable goods of the finest attainable quality.

HOWARDS & SONS, Limited

Stratford, London, Eng.

Retailers Attention !

Stock

CÆMENTIUM

Regd.

"Sticks Everything, but is Not Sticky"

Absolutely insoluble Cement. It is not only new—it is unique. It will repair everything from a cup or saucer to a motor-car exhaust pipe. In the case of china or pottery, it not only repairs but replaces missing parts. CÆMENTIUM is not affected by either water or heat. Should be stocked by all retailers. It is not a fish glue.

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Food

The food that "Assists Nature."

Benger's Food can be prepared to suit any degree of digestion. Old and young, weak and strong, enjoy and benefit by it, and leading physicians prescribe it :—

A Doctor's Testimony.

"I am a thorough believer in the food, and have had many years' experience of its excellence."

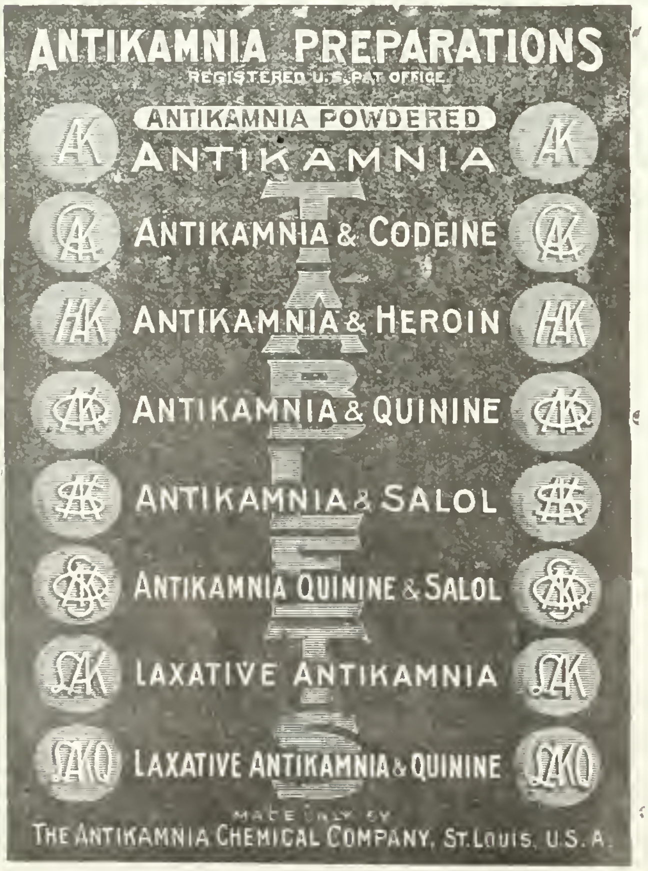
Brought up on Benger's.

"I am sending you a photo of my three children brought up on your food, and I am greatly thankful for the benefit I have received from it."

Benger's Food prepared with milk is a complete food.

MANUFACTURERS: BENGER'S FOOD, LTD., MANCHESTER, ENG.

Benger's Food is sold in tins and can be obtained through most Wholesale Druggists and Leading Drug Stores.



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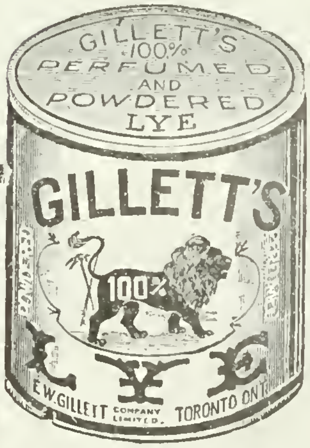
THE ANTIKAMNIA CHEMICAL COMPANY. ST. LOUIS. U.S.A.



Gillett's Lye Cleanses.

It cleans thoroughly whether the dirt is visible or invisible.

Millions of people use it every day.

Sold by the best Druggists everywhere

If your wholesale house will not supply you at list prices, send order to us, and we will ship goods direct.

Two other good lines:

Gillett's Caustic Soda.
Gillett's Cream Tartar.

(CHEMICALLY PURE).

E.W. GILLETT COMPANY LIMITED

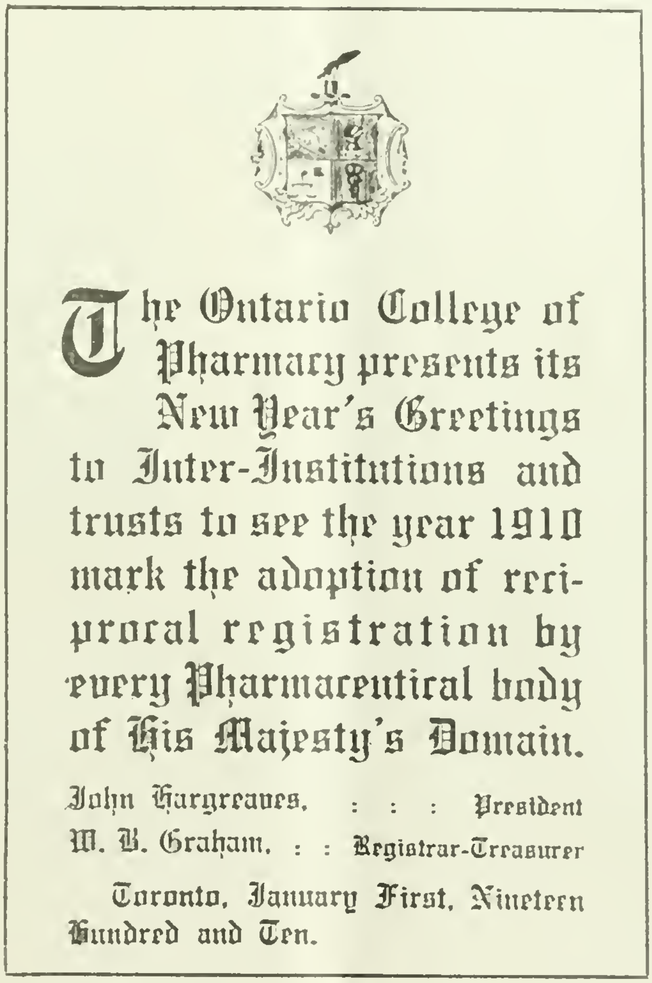
WINNIPEG. TORONTO, ONT. MONTREAL.

prospect of losing the customer have they sold their goods at the cut price, while others have been advertising as "cutters" and have built up large businesses on the strength of this policy.

Now, it is the declared policy of the druggists of Toronto to meet the prices of all cutters, whether in the department store or the cut-rate drug store, so that the war is now on in real earnest, and the prices of patent medicines which are not protected are away below the advertised selling price.

The adoption of this policy, although a matter for regret, is an inevitable one, as the retail druggist realizes that he must either capitulate and fall in with the view mentioned, unless the policy of the patent medicine manufacturers is changed and further protection given to the retailer. There are very few lines of patent medicines on the market which are really protected, and on which the druggist secures the proper margin of profit, and those which do afford this margin and are protected in such a way that even the cutter can not sell at lower than the advertised price, should receive the strong encouragement of the retail trade.

What applies to Toronto applies also elsewhere throughout Canada, mentioning only the larger centres of Montreal, Ottawa, Winnipeg, Hamilton, Vancouver, etc, where the same conditions prevail to a greater or less extent, and it is only by the combined action on the part of the retail trade in bringing influence to bear on the manufacturer that they can rectify this deplorable condition of the business. We all know the experience with some of those manufacturers who adopted the policy of securing the endorsation of the retail drug association in order to boom the sale of their products, and afterwards permitted their goods to be sold anywhere and at any price, so long as they secured the output and credit is due to those firms who have strictly adherred to the Protective Plan, both in regard to their sales to jobbing houses and to the retail trade, a policy, which if persisted in, will eventually pay, and which will be the securing of price protection to the retail druggist, if it only can be enlarged by the addition of other manufacturers on the same lines of action.



The Ontario College of Pharmacy presents its New Year's Greetings to Inter-Institutions and trusts to see the year 1910 mark the adoption of reciprocal registration by every Pharmaceutical body of His Majesty's Domain.

John Hargreaves, : : : President
W. B. Graham, : : Registrar-Treasurer

Toronto, January First, Nineteen Hundred and Ten.

An exact reproduction of the New Year card sent by the O. C. P. to all Pharmaceutical governing bodies throughout the empire.

TRUE SALESMANSHIP

The drug business requires not only the competent dispenser and the man with a thorough knowledge of pharmacy, but an essential requirement of the modern drug business is, a Salesman, not merely one who can hand out the article asked for neatly wrapped, and receive the payment in a gracious manner, but one who exercises his tact and judgment in bringing before the customer, in an indirect way, it may be some article which his intuition shows him would appeal to the taste of the customer, and initiate a desire to possess it. And not only this, but, by his courteous manner, not too fullsome, nor too insistent, leaving with the customer a desire to be served again by the same person.

Such a salesman, it may be said, is a "born salesman and not made" and no other can fill the bill, yet we believe it is possible with the majority of young men to make of themselves true salesmen in the real sense of the word forgetting their own personality and bestowing upon customers this, the salesman's best, in attendance and demeanour, thus making themselves not only "persona grata" to the customer, but also invaluable to their employers.

Owing to change of our printing office, and unavoidable delays in connection therewith, this issue of THE CANADIAN DRUGGIST is a few days late in reaching our readers. We must crave indulgence in this respect, and also where any typographical or other errors may occur in this number.

THE JOBBER.

Considerable discussion has been going on recently anent the elimination of the jobber.

The Southern Pharmaceutical Journal has singled out for publication some of the views expressed and has published them together with some remarks of their own in a recent issue. They are as follows:

"It looks to me as though some one is trying to stir up an impossible proposition when they try to even argue that the jobber is not an important factor in the trade. With present methods of doing business I don't see how you can ignore the fact that the jobber is an important factor in the distribution of merchandise."

"The jobber is essential if for no other reason than that he is a collector and centralizer of miscellaneous lines, and he must ever be of lasting and practical service to the local merchant in this. The merchant has come to recognize the idiocy of buying in large quantities—in order to make up a shipment. His salvation lies in buying in small quantities, and often—in letting his jobber carry the stock. More retail failures are due to the crime of overbuying than to any other cause—and the elimination of the jobber would surely materially enhance the evil."

"To eliminate the jobber would be a detriment not only to the retailer, but to the manufacturer as well. The jobber buys from the manufacturer goods in many cases in carload lots, thereby making, not only a saving in price, but a saving in freight, which enables him, in most cases, to sell to the retail dealer as cheap as he could buy, in ordinary cases, from the manufacturer. This does not in any way work any hardship on the retail dealer. In fact, the retail dealer is better cared for buying his goods from the jobber, who collects a great variety of goods together and distributes them to the retailer in small quantities, enabling him to carry a larger assortment than he otherwise could if he bought direct from the manufacturer."

"Is there any good business reason why a jobber should burden himself with a non-advertised product when he can handle a similar article, every whit as good, for which there is an established and active demand?"

"There is no question, but what the jobber would prefer to handle an advertised article, providing it would pay him a margin of profit sufficiently large to cover his expense account and leave something for his services.

"The personal equation in the sale of his customer's goods—which is, and always will be, the most influential factor in the marketing of any commodity.

"He buys in quantities and thus obviates the necessity and expense on the part of the manufacturer of handling and billing thousands of small shipments.

"He furnishes a convenient shipping point, which minimizes freight charges and gives prompt delivery."

DRUGGISTS IN PARLIAMENT

The druggists of British Columbia will have the good fortune of having two of their body as representatives in the Provincial Parliament of that Province.

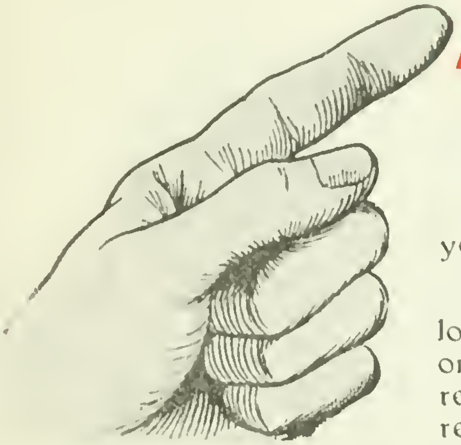
At the recent election Mr. Frank J. Mackenzie, New Westminster, who is also President of the B. C. Pharmaceutical Association, was elected, having succeeded in defeating the leader of the Opposition party, and Mr. Harry Watson, of Vancouver, was one of the successful candidates in that city. Still another druggist was a candidate in that election, Mr. J. A. Buckham, of Golden, but he appears to have been on the wrong side of politics to be successful.

F. J. MACKENZIE, M.P.P.
President British Columbia Pharmaceutical Association.

We have pleasure in reproducing from the B. C. Pharmaceutical Record a portrait of the President.

THE SEVENTH SPANISH PHARMACOPOEIA

The new edition (the seventh) of the Spanish Pharmacopoeia contains 1,080 preparations. The metric system is used throughout. The names of the articles are given in Spanish and Latin. In the description of well-defined substances are given the chemical formula, the molecular Weight, physical properties, tests of identity and purity, dose and modes of administration. A number of new alkaloids and other substances has been added. There are 54 powders, 28 ointments, 13 mixtures, 11 pills and 8 tablets. Tinctures are divided into two classes, aqueous and alcoholic. Among the medicinal wines Vinum Iodotannicum has been included.—Nat. Druggist.



ABOUT ZAM-BUK

WE HAVE ALTERED OUR PRICE LIST !

ZAM-BUK is now the leading staple in ointments. Are you buying right ?

We never depart from our price list, and hitherto have allowed a discount of 10 per cent. and 5 per cent, (30 days), only on 2½ gross quantities. Some retailers, not buying direct, have been able to get slightly better terms than other retailers.

We want to give every retailer the same chance to make money on this famous, quick-selling line. Therefore, from January 1st, 1910, our price will be as follows. We have analyzed it for you. Consider carefully these figures, and buy at the best rate.

	Quantity	Gross Price	Discounts	Net Price	Net Price per box	Retail Price per box	Percentage of Profit to Retailer
ZAM-BUK	6 gross	$306.00	15 and 5 30 days	$247.10 Freight pd	28c.	50c.	75%
	1 gross	$51.00	10 and 5 30 days	$43.60 Freight pd	30c.	50c.	66%
	Less than 1 gross	Per doz. $4.25	5 30 days	Per doz. $4.04 No Fgt. pd	34c.	50c.	47%
ZAM-BUK SOAP	12 gross	$306.00	15 and 5 30 days	$247.10 Freight pd	14c.	25c.	75%
	2 gross	$51.00	10 and 5 30 days	$43.60 Freight pd.	15c.	25c.	66%
	Less than 2 gross	Per doz. $2.13	5 30 days	Per doz. $2.03 No Fgt. pd.	17c.	25c.	47%

Another Thing !

THE 5 DOZEN WINDOW SHOW PROPOSITION IS WITHDRAWN.

We have designed and prepared a far better display, but it has cost us about five times the money the other cost. We will supply this expensive display with orders of 1½ gross (assorted, if preferred). This quantity order will receive a discount of 10 and 5%, and in addition, after the display has been in your window not less than one week, we will remit **A CASH DISCOUNT OF $2.00**, or goods to that amount, as you prefer.

Figure this out on the above price list and see how near it brings you to the full discount of 15% and 5% allowed on the 6 gross quantities.

Write for illustration of this display, either to us direct or to your wholesale house.

THE ZAM-BUK COMPANY

56-58 COLBORNE ST., TORONTO.

52 Princess St., Winnipeg, Man. - 144 Craig St. West, Montreal.

Cash with Order

LOOK HERE, Mr. DRUGGIST! YOUR OPPORTUNITY

We have in stock some forty dozen CLINICAL THERMOMETERS, the "Qualitair" Line. No better made. GUARANTEED against everything except breakage. Specially well made, tested and seasoned.

The stock is assorted, ½, 1 and 2 minute. While they last we will give them away at the following prices:

2 min.	regular	$ 5.00,	to clear	**$3.10**
1	"	7.50,	"	**3.85**
½	"	10.00.	"	**6.50**

THIS IS THE BEST OPPORTUNITY to purchase Clinicals you ever had. It will pay you to send your order at once.

HIGH GRADE CLINICALS AT LOW GRADE PRICES.

Cash must accompany orders. No discount.

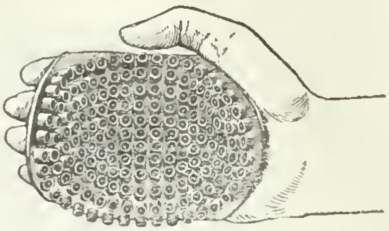
Any rubber goods required we will be pleased to send, charges paid.

Address all Orders and Communications to the

HIGGINBOTHAM RUBBER GOODS CO.

MILTON, ONTARIO.

Dunlop Beauty Brush:



The trade will find this the best seller among all the toilet articles in its class, Made of fine soft rubber with vacuum cups and inner pencils, or articulators.

Write for prices and our catalog of Druggists' Tubing and Rubber Sundries

DUNLOP TIRE and RUBBER GOODS CO.

LIMITED

Toronto, Montreal, Winnipeg, Vancouver
Victoria Calgary St. John, N.B.

Did You Ever Notice

that the druggists throughout the country who do the largest trade are always the fellows who are not afraid to buy enough of any good patent medicine in order to get a lot of free advertising.

On the other hand did you ever notice the shiney coat and frayed at the bottom pants on the man who is always knocking patent medicines and talking about the professional aspect of the drug business.

That ought to be enough to convince you of the wisdom of writing The Merrill Medical Co., Manufacturing Chemists, Toronto, regarding exclusive advertising proposition for

MERRILL'S RELIABLE FAMILY REMEDIES
THE ROYAL ENGLISH TOILET PREPARATIONS
MERRILL'S HOUSEHOLD NECESSITIES

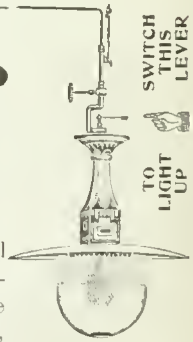
Don't wait for a traveller. Write to-day

The Merrill Medical Co.

Merrill Building, Toronto, Ont.

HANDY LAMP

Gasoline Lighting System



The most practical invention since the introduction of Gasoline for lighting purposes, satisfying a necessity and overcoming obstacles to its use never before successfully accomplished.

A Shadowless 300 Candle Power Light

that can be turned up or down instantly, same as gas, or can be left burning continuously, day or night, at a dim light of one (or low) candle power, or less, at almost no expense. It can be turned up instantly to a **dazzling bright 300 candle power light** that will flood a 50 foot room with light as bright as day at less than ½ cent an hour.

IT WILL SAVE FIVE TIMES ITS COST

in a year over Kerosene, Gas or Electricity. The **Handy Lamp System** is free from smoke, smell or danger. One gallon of gasoline will last from 40 to 50 hours. It is the **safest** and **simplest system** ever devised, and it is equally attractive and appropriate for use in your **Home, Drug Stores**, church or wherever good light is needed

If you knew from actual experience how handy, how economical and how satisfactory this system is you would not be without one for ten times its cost. Write at once for C D Catalogue and particulars.

BRILLIANT GAS LAMP CO., Dept. 16,
42 State Street, CHICAGO, ILL.

AUSTRALIAN LEGISLATION.

Australia—the land of experimental legislation—seems about to present yet another example for our observation and reflection, says the British and Colonial Druggist. This time it is the "preventives" trade which is to be tackled, the Prime Minister of Victoria having promised to introduce a Bill prohibiting the manufacture, advertisement, sale or possession of preventives, either instruments or drugs, with specific proviso that the burden of proof is to rest on the defendant. Draft proposals lately submitted to the Premier defined a prohibited article as including "every article, preparation, drug, instrument, apparatus, or appliance made or used for the purpose of the prevention of human conception, or for the purpose of the destruction of the human embryo or foetus or for the purpose of interference with human generative organs." The Governor-General, according to this unofficial scheme, would, on the recommendation of the proper authority, be able to proclaim any article, preparation, drug, instrument, apparatus or appliance to be a prohibited article within the meaning of the Act ; and also what prohibited articles may be imported, manufactured, kept for sale, for use by duly-qualified medical practitioners and registered midwives ; otherwise

Clause 2.—No person shall manufacture, prepare, sell, keep for sale, offer for sale, hire, offer for hire, give away, traffic in or otherwise dispose of, use, or have in his possession any prohibited article, except as provided in Clauses 3 and 4.

Clause 3.—No legally-qualified medical practitioner or registered midwife who shall have in his or her possession, or use, any prohibited article which shall be proclaimed by the Governor-in-Council to be an article which may be used by legally-qualified medical practitioners and registered midwives without contravention of this Act, shall be liable to prosecution under Clause 2 of this Act.

Clause 4.—No manufacturer or importer or registered chemist who shall keep for sale, sell, or have in his possession any prohibited article which shall be proclaimed by the Governor-in-Council to be an article which may be imported, manufactured, or kept for sale, or sold for use by duly qualified medical practitioners and regisgistered midwives, shall be liable to prosecution under Clause 2 of this Act : Provided that (1) every such manufacturer, importer, or registered chemist shall keep a register of any sale made by him (as in sec. 6, Poisons Act, 1890) ; and (2) that such manufacturer, importer, or registered chemist shall not sel, any prohibited article to persons other than legally qualified medical practitioners, registered midwives, and registered chemists.

THE DRUG MARKET IN 1909.

The year just closed has been very much like the year 1907, which was remarkable for the changes in prices of drugs and chemicals, and while many prophets were of the opinion that prices would remain steady or be lower, found to their loss that their prognostications were not correct.

Camphor, one of the articles which during 1907 reached such a remarkably high price, has gradually declined and now is much nearer normal.

Quinine has been low all during the year and is still cheap; many people have been looking for an advance but so far it has not materialized.

Bismuths have changed very little, although several times there have been rumors that an advance was probable.

Potash Iodide and Bromide Salts are still being sold at very low prices, in fact manufacturers are not making any money and perhaps are losing a little, and an advance in price may occur at any time.

Opium has been steadily advancing during the year and is now at a pretty high figure; of course, Morphia and Codeia have sympathized with it.

As we indicated in January, 1908, that Glycerine, which was very high in price, would not likely decline during 1909, seems to have been correct as the price is, if anything, higher and large manufacturers are making contracts for 1910 on the basis of the high figure.

Santonine, which declined very much during the year, has almost doubled in price, and we believe the output is now under such control that it is likely to remain there.

Paris Green.—No price has as yet been made by the manufacturers for 1910, but it is likely it will be about the same.

Olive Oils have been steadily advancing all during the year, in fact one would think the price would be almost prohibitive, but, notwithstanding it, the demand seems to be increasing all the time.

Nearly all narcotic herbs have doubled in price, such as Belladonna Leaves, Digitalis, Lobelia, Damiana, and they will not likely be lower until the new crop comes in next year.

Rubber.—On account of the high price of the crude has caused all goods made from this material to advance materially.

The wholesale drug trade during the year has been very satisfactory and the outlook for 1910 is certainly very good.

MAY THEIR WISH BE GRANTED.

As will be seen in our report of the proceedings of the Ontario College of Pharmacy, it was decided to send a New Year's greeting to all pharmaceutical governing bodies throughout the Empire, an exact reproduction of which is herewith given.

That the wish expressed in this card may become a reality is the desire of the editor of this Journal, being the policy which we have long advocated and which we hope to see an accomplished fact in the very near future, as it means much to the welfare of pharmacy everywhere.

PHARMACY IN GREAT BRITAIN

An Important Decision—Seller of Poison Must be a Qualified Pharmacist—The Government and Secret Remedies—Bad Year for Mineral Water Manufacturers of England---Death of an Editor of Chemist and Druggist---The Drug and Chemical Markets.

(From Our London Correspondent)

The prominence of pharmacy in the law caurts has been the prevailing topic of interest during the last few weeks. You recorded last month an important appeal under the Pharmacy Act, 1852, when the learned judges refused to consent to the description "The Pharmacy," as applied to a place of business, being restricted to the premises of a duly registered chemist. This decision has caused the greatest dissatisfaction in the ranks of qualified individuals and a good deal more has been heard of the case since I last wrote. As the result of the resolutions and letters received by the Pharmaceutical Society urging that body to take the case to the Court of Appeal in the hope that the judgment would be reversed, the President of the Society, Mr. J. F. Harrington, made a pronouncement of the subject at the December meeting of the Pharmaceutical Council. He explained the case had been reconsidered by the Council, but, after long deliberation, and acting on the advice of the best opinion obtainable, it has been unanimously decided not to proceed with an appeal. The reason given by Mr. Harrington was the utter hopelessness of success in the event of an appeal owing to a recent decision of the Court of Appeal in a recent case under the Dentists' Act. Following this announcement the centre of interest passes to proceedings under Section 17 of the Pharmacy Act, 1868, heard at Old Street Police Court, London, on November 24. This was a summons taken at the instance of the Pharmaceutical Society against a Hoxton chemist named Thomas Edwards, and raised the important question of the use of trade or assumed names by registered persons. The section requires the box or bottle containing poison to be "distinctly labelled with the name of the article, the word poison, and the name and address of the seller of the poison." The defendant had used on his labels and on the facia of his shop the name of "Godfrey" in one instance, and at another of his shops the description "Hodsoll's Drug Stores." These, of course, were the names employed when he acquired the business, and following a usual custom he traded under these titles. Poison was purchased at each place of business and the labels bore the names of "Godfrey" and "Hodsoll." Hence the proceedings (the first of their kind to be instituted) on the ground of non-compliance with the Section. The magistrate after adjourning the case for a week to consider various legal points raised, accepted the view of the Society's counsel that this was illegal and would cause great difficulty in the event of a sale of poison from such shops wanting to be traced. He found that the object of the Section was to ensure not merely that the sale of poison might be traced, but also that the person who sold the poison was the person responsible for the conduct of the business, and further, that the seller was a duly qualified person. He, however, only imposed a nominal fine of £5 with two guineas costs. As may be imagined, in view of the large number of pharmacists who carry on business under the name of predecessors, or under ficticious names, the magistrate's dictum has aroused much discussion and a suggestion that defendant should appeal against the decision will be watched with interest.

DRUG AND CHEMICAL MARKETS.

While it cannot be said that the drug and chemical markets have been active during recent weeks, there has, according to a well known city authority, undoubtedly been a better under current of enquiry and generally speaking a healthier tone pervading the markets. The article which continues to create the greatest interest is opium, which in sympathy with advices received from Smyrna has advanced in price very considerably. Supplies on the spot have been restricted to small holders and buyers have preferred to continue the policy of hand to mouth purchase in the hope that prices would recede. At the moment the information is that they are not likely to advance much higher, but on the other hand this easier tendency may only be due to the fact that the demand is slackening. Both morphine and codeine have been advanced in price consequent on the increase in the value of opium, and a very fair business has been done in both these alkaloids. Another article which has been watched with special attention is glycerine, and if report is correct, the whole of the

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Correspondence invited with dealers, hotel m dentists and physicians.

We want dealers and agents everywhere. Agents are making from $3 to $10 a day.

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Enclosed find 15c. for which please send me one box of

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Yours truly (Name)..................

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with Crisp Salted Wafers

This Formula will appeal to your Fountain Patrons

TRY IT

Horlick's Malted Milk	2 tablespoonsful (heaping)
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Stir well, making smooth paste Add hot water to fill container Top off with powdered nutmeg

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Standing Bonus Offer for 1910. Your Profit on our Goods 75%

We will always protect you. We want your co-operation. We are the only Patent Medicine Company in the world who create a demand for our goods and allow the Retailer to make 75 per cent. profit. Advertisements in all the leading Canadian papers are sure to move the goods.

ALL OTHER OFFERS VOID AFTER DECEMBER 31st, 1909.

First Offer THIS IS IT ***Second Offer***

Your investment of $17.00 for 1 doz. Dr. Martel's Female Pills brings back to you:

1 doz. Pills	$24 00
1 doz. Dr. Martel's Soap	3 00
96 oz. best assorted Herbs	4 80
	$31 80
Cost you	17 00
Your NET profit (on 1 doz.)	$14 80

Your investment of $8.50 for ½ doz. Dr. Martel's Female Pills brings back to you:

½ doz. Pills	$12 00
⅓ Soap	1 00
48 oz. Herbs	2 40
	$15 40
Cost you	8 50
Your net profit on ½ doz.	$6 90

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supply of the crude glycerine which will be produced in this country next year is already booked; in fact, contracts have been booked up to the middle of 1911. The increasing demand for glycerine for industrial purposes and more especially for the manufacture of dynamite is the main cause of the advanced price, and as the demand seems likely to increase rather than diminish there appears little likelihood of cheaper glycerine for a long time to come. Quicksilver has advanced something like 20 per cent. in price during the last month or two, and at the present moment the importer is unwilling to sell any large quantities at the price which he quotes, namely, £9. 15. 0. per bottle. Calomel and other salts of mercury have naturally advanced. To sum up, the improved tendency in the markets noticed recently has received a set back owing to the unsettled political situation, and no permanent improvement can be expected until after the general election which is fixed for January.

THE GOVERNMENT AND SECRET REMEDIES.

Secret remedies and the profits made from their sale appear to be agitating the minds of an increasing number of persons. The British Medical Association has recently published a book giving the results of analyses of a large variety of popular remedies and we understand that nearly 40,000 copies of the book have been sold. Several questions have also been asked in Parliament on the subject. Mr. Seaverns put a question to the home Secretary inquiry, whether he was prepared to appoint a Select committee to consider the propriety of issuing regulations making it compulsory on all manufacturers of medicines liable to patent medicine duty to print on the label the full ingredient of the remedy as well as disease or diseases they purport to cure. Mr. Herbert Gladstone in reply, said he was disposed to think that the matter not be one of sufficient importance for an inquiry by a Select committee next session. In view of a possible change of Government it does not appear likely that the wishes of the anti-secret remedy people will be realized for some time to come.

SLACKNESS IN THE MINERAL WATER TRADE.

We hope the position of the trade in the manufacture of mineral waters in this country is no criterion to the state of affairs in Canada. The two largest firms of mineral water manufacturers—Camwal, Limited, and Idris & Co., Limited—have had exceptionally bad years. Camwal could only recommend the payment of a dividend of 3¾ per cent. on the preference shares and Idris & Co. reported a loss of £1,960., 6., 2s on the year's working. The unsatisfactory results are ascribed to the unseasonable weather during the summer months and to the keen competition. Certainly the season as far as weather was concerned was most unfortunate, and competition, which is always in us, has probably been brisker this year than ever before. The great majority of pharmacists have a table water department but the soda fountain business is not developed to such an extent as it is elsewhere, particularly in America.

DEATH OF A. C. WOOTTON.

The death of an able man is always a matter of regret and when it happens to be the passing of such a singularly able man as Alfred Charles Wootton, who died in London on Nov. 24, that regret is greatly enhanced. Wotton was born at Luton in 1813 and in due course became pharmaceutical chemist. It was, however, in the realm of journalism that his claim to fame lay. In 1869 he was appointed editor of the Chemist and Druggist, a position which he held in signal success for 30 years. With high ideals and lofty aims he possessed a ready and forceful pen and pharmacy is the poorer by his death. When some ten years ago he retired from the editorial chair the esteem in which he was held was demonstrated at a complimentary dinner given in his honor by the leading members of the British Drug Trade. He was for several years a member of the Pharmaceutical Society of Great Britain, rendering much useful service. He was also the writer of an interesting page in the Chemist and Druggist every week under the pseudonym of "Xrayer" and his last contribution appeared in the very week in which he joined the great majority.

A. PH. A. OFFICERS

Secretary Charles Caspari, Jr., of Baltimore, has announced the result of the election by mail of the following officers for the American Pharmaceutical Association for the year 1910-11:

President, E. G. Eberle, of Dallas, Tex; vice-presidents, W. B. Day, of Chicago; O. F. Claus, of St. Louis; and L. A. Seltzer, of Detroit; members of the council, J. H. Beal, of Scio, Ohio; J. P. Remington, of Philadelphia, and H. H. Rusby, of Newark, N. J.

A TRUE MAN

A man that's clean inside and outside; who neither looks up to the rich nor down on the poor; who can lose without squealing; and who can win without bragging; considerate to women, children and old people; who is too brave to lie, too generous to cheat and too sensible to loaf; and who takes his share of the world's goods and lets other people have theirs, is my idea of a true gentleman.—Push.

SPECIAL LECTURES AT PHILADELPHIA COLLEGE

The programs for the 1909-10 series of special lectures to be given at the Philadelphia College of Pharmacy from December to April, inclusive, include the following:

We strongly recommend lectures on similar lines before the Ontario and Montreal Colleges of Pharmacy.

December 10—"The Manufacture and Testing of Medicinal Plasters." By F. B. Kilmer, of New Brunswick, N. J.

December 17—"Trypanosomes and Trypanosomiases (The Sleeping-Disease and its Causes.)" By Dr. Leonard G. Rowntree, instructor in pharmacology and experimental therapeutics, Johns Hopkins University.

January 7—"Plants Injurious to Animals." By Dr. Rodney H. True, physiologist, bureau of plant industry, U. S. department of agriculture, Washington, D. C.

January 21—"Physiological Assay, Its Value and Limitations." By Prof. H. C. Wood, Jr., department of pharmacology, University of Pennsylvania.

February 11—"The Ultra-microscope and its Application." By Jerome Alexander, of New York.

February 25—"Some of the Important Tests for Essential Oils." By Dr. Francis D. Dodge, of Bayonne, N. J.

March 11—"The Testing of Cements." By Richard K. Meade, B. S., of Nazareth, Pa.

March 24—"Biologic Products." By Dr. S. H. Gilliland, of Marietta, Pa.

April 8—"Modern Methods of Food Manufacture." By L. S. Dow, of Pittsburg.

April 22—"State Control of Contagious and Infectious Diseases." By Dr. Samuel G. Dixon, commissioner of health of Pennsylvania.

NEW DRUG WAREHOUSE.

The Bole Drug Co., Limited, branch of the National Drug and Chemical Co., of Canada, Ltd., are erecting a new warehouse at the corner of 7th Avenue and 3rd Street West, Calgary, Alberta. The plans provide for a structure 75x70 feet, five stories high, although for the present only three stories will be completed. The estimated cost of the building is $38,000.

The Disseminator, a house organ, published by the Meyer Brothers Drug Co., St. Louis, Mo., has been received. It should prove a useful rereference book for the firm's customers and for druggists generally. A copy may be had for the asking.

PRESCRIPTION STATISTICS

U. S. Consul-General Richard Guenther, of Frankfort, Germany, says that a contributor to the Pharmazeutische Zeitung, of Germany, has prepared statistics with reference to physicians' prescriptions, a summary of which follows:

He procured 2,000 prescriptions which had been filled at a London pharmacy during last year. They were prescribed by 124 different practitioners, not only in England, but in Germany, France, and the United States. Two thousand two hundred different remedies, which contained 6,500 different substances, were asked for. About two-thirds of the medicines were mixtures, of which 1,000 contained from 1 to 4 different articles; 223 contained 5, and 137 from 6 to 9, water not being counted.

It is stated that some of the mixtures contained so many substances that some were neutralized by others. One prescription contained no less than 21 elementary substances. Of ready-made medicines prescribed 179 were English, 84 German, 41 American, and only 5 French.

THE CAIRO TREATMENT FOR TIRED FEET

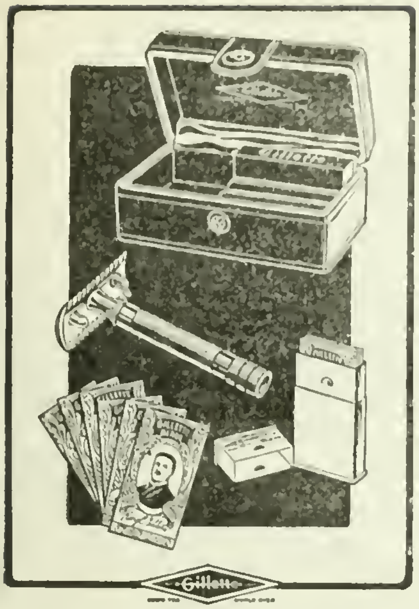
A new way of improving health and comfort in the summer time is the "Cairo" treatment upon exchange. It is an adaptation of methods of ancient Cairo in Egypt. It is recommended by nerve specialists. It is applied to the feet.

"Put your feet upon the piazza rail, just as high as you can get them with comfort, and let them stay there for a while," says a nerve specialist. "It will do you good. It is restful. Moreover, it will let the blood run out of tired, swollen feet. A good many persons think that they are all run down in the summer time and need a vacation, when, in reality, they only need to rest and refresh their feet. Resting them on the piazza rail for a while is splendid treatment for them, better than any medicine could provide.

"Then follow up the piazza cure with the Cairo treatment. Let the feet be bare for a while, so that they may feel the fresh air. Put on sandals. Especially wear sandals in doors in the summer time.

"And do as the good Turks do. Dash cold water on your feet each day. It will improve the circulation and will make the flesh hard and firm. It refreshes the feet and the entire body.

"The Cairo treatment is better than the Kneipp cure ever dreamed of being," so the specialist said. And most persons will agree with him, especially about the piazza rail treatment.



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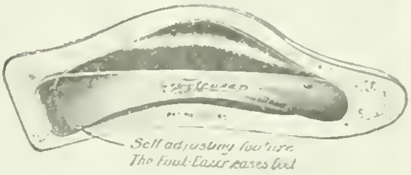
We are prepared to fill your orders for Gillette Safety Razors—all styles, and the new Gillette Blades.

The Gillette line is a feature with us and we will give special attention to your wants.

Let your memoranda for Razors and Blades come along when you are ordering other goods. You'll appreciate our prompt service and the fine condition of the goods shipped you.

DR. HALL'S

FOOT REST



Prevents people from becoming flat flooted.
Instep support and rubber heel combined.
Dr. Hall's Foot Rest is a practical anatomical appliance for all foot troubles.
Has German silver supporting plate—won't rust.
Has tan leather top.
Worn inside the shoe gives buoyancy to the step and rest to the leg muscles.

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VOCABULARY OF PHARMACY

Pharmacal—Of the nature of, or dealing with, drugs ; pharmaceutical. Obsolete.

Pharmaceutic.—Pertaining or relating to pharmacy ; pharmaceutical ; the science of pharmacy ; that branch of medical science which relates to the use of medicinal drugs.

Pharmaceutics—Pharmaceutic.

Pharmaceutical.—Pertaining to or engaged in pharmacy ; relating to the preparation, use, or sale of medicinal drugs ; a pharmaceutical preparation ; a medicinal drug.

Pharmaceutically.—In relation to, or from the point of view of, pharmacy.

Pharmaceutist.—A pharmeceutic practitioner ; a pharmacist, druggist.

Pharmacian.—Pharmacist. Obsolete.

Pharmacist.—A person skilled or engaged in pharmacy ; one who prepares or dispenses medicines : a druggist or pharmaceutical chemist.

Pharmacize.—To treat with drugs, to "physic." Obsolete.

Pharmack.—A drug, a medicine. Obsolete.

Pharmacodynamic.—Relating to the powers or effects of drugs.

Pharmacodynamics.—The science or subject of the powers or effects of drugs.

Pharmacognosia—Pharmacognosy.

Pharmacognosis.—Pharmacognosy.

Pharmacognosy.—The knowledge of drugs, pharmacology ; especially as a branch of natural history relating to medicinal substances in their natural or unprepared state.

Pharmacognostical.—Pertaining to pharmacognosy.

Pharmacognostically.—In relation to pharmacognosy.

Pharmacognostics.—Pharmacognosy.

Pharmacography.—A description of drugs.

Pharmacomania.—A mania or craze for using or trying drugs.

Pharmacomaniacal.—Madly or irrationally addicted to drugs.

Pharmacomathy—Pharmacognosy.

Pharmacometer.—A vessel or contrivance for measuring medicines.

Pharmacomorphic.—Pertaining to the form or appearance of drugs.

Pharmacolite.—Hydrous arsenate of calcium.

Pharmacology.—That branch of medical science which relates to drugs, their preparation, uses, and effects ; the science or theory of pharmacy.

Pharmacological.—Pertaining or relating to pharmacology.

Pharmacologically.—In relation to pharmacology.

Pharmacologist.—A person versed in pharmacology.

Pharmacopedia.—The art of imparting instruction or information about drugs, or a work containing such information ; the sum of scientific knowledge concerning drugs and medicinal preparations.

Pharmacopedic.— Relating to the study of drugs.

Pharmacopedics.—The scientific study of drugs and medicinal preparations.

Pharmacopedy.—Pharmacopedia.

Pharmncopoeia.—A book containing a list of drugs, with directions for their preparation and indentification ; such a book officially published by authority and revised at stated times ; a collection or stock of drugs ; a chemical laboratory.

Pharmacopoeial.—Pertaining to a pharmacopocia ; recognized in, or prepared, administered, etc., according to the directions of the official Pharmacopoeia.

Pharmacopoeia.—Versed in the Pharmacopoeia; acquainted with the use of drugs ; a person versed in the Pharmacopoeia.

Pharmacopoeist.—The compiler of a pharmacopoeia.

Pharmacopoietic.—Pertaining to the making or compounding of drugs. Obsolete.

Pharmacopoietical.—Pharmacopoietic.

Pharmacopole.—Pharmacopolist.

Pharmacopolic.—Drug selling.

Pharmacopolitan.—Pharmacopolist.

Pharmacopolist.—A seller of drugs ; an apothecary, a druggist.

Pharmacopoly.—A place where drugs are sold ; an apothecary's shop. Obsolete.

Pharmacosiderite.—Hydrous arsenate of iron.

Pharmacotheon.—A divine medicine. Obsolete.

Pharmacy.—A medicine or medicinal potion ; the use or administration of drugs or medicines ; dispensing drugs, especially for medicinal purposes ; the making or compounding of medicines ; the art or practice of collecting, preparing, and the occupation of a druggist or pharmaceutical chemist ; a place where medicines are prepared or dispensed ; a drug store or dispensary. — The Spatula.

GROWING GINSENG

As we have from time to time had enquiries as to the prospects of local growers of ginseng the report from the Department of Trade and Commerce, under date of Nov. 22nd, 1904, will prove of interest.

The possibilities of cultivating ginseng in Canada has recently received considerable attention, in view of the very large sums reported to have been paid for this commodity. In response to requests for information by Canadian inquirers the Department of Trade and Commerce recently was obliged to enter somewhat fully into the particulars of the ginseng trade.

It is a common Chinese belief that when all remedies have failed and death is near, ginseng can restore the breath of life and ensure longevity. Many people in high station in the Orient confirm these medicinal properties. Hence, the persistent demand for the root, concerning whose price fabulous sums are reported to have been paid. Its value, however, depends upon shape, texture and manner of curing. To be valuable the root must be so as to resemble somewhat the human form and semi-transparent, dry and flinty. As it is sold by weight, the size is also important, a good specimen sometimes bringing as much as $50, though for this reason inferior shapes and sizes bring very much lower prices. Ginseng roots of grotesque shape are more highly prized than the symmetrically formed product.

Native or wild ginreng always commands a higher price than the cultivated root and that from the United States is mostly of the cultivated variety. The best at the present time seems to be $4 to $5 per pound.

Almost the whole ginseng trade of China is controlled by a group of Chinese merchants whose headquarters are in Hong-Kong. They fix the prices, both wholesale and retail, and regulate from year to year the amount of ginseng imported into China. In this way a practical monopoly of the trade is obtained. This is the reason why it is so difficult for foreign growers of ginseng to deal directly with Chinese merchants, and it is this feature of the trade that makes it more profitable as a rule to the small grower in other countries to sell his ginseng to some local commission house rather than to ship it to China himself.

At the request of the department some years ago, the Imperial Agricultural Experiment Station at Nishigahara, Tokio, Japan, contributed the following report upon the industry here :—

A medical plant, ginseng (Aralia guinguifolia var. ginseng), is cultivated in a few districts in Japan, viz. : Aizu, Shinano and Izumo districts, etc., and mostly exported to China. It is a perennial plant, growing usually three to four years, when it is harvested. The yellowish-white root measures five to six inches long. The soil, once cultivated with ginseng, should not bear the same crop for 15 to 20 years, otherwise it is liable to be attacked by plant diseases and pests, especially in an unfavorable season. The cultivation of ginseng in Izumo district will be stated hereafter, where it is cultivated with much better attention and precaution compared with that of the other districts.

Ginseng prefers a rather cold and mild climate, and thrives well on a slope declined northward and thoroughly drained, and where the soil varies from humus to loamy clay, or even sandy soil, provided the climatic conditions are favourable for its growth.

A ginseng field consists of several small rectangular plots, each measuring generally 28 shaku by 2½* provided with a narrow passage round it ; as a liberal compost manure is given under the soil, each plot becomes a little higher than the ordinary land surface or the passages, so that the passages serve to drain off the surface water of the field when heavy rains fall. From October to November each plot is dug up with the spade, and one-third of the compost given on the bottom and covered with the soil an inch or two. The second dose of compost is given just in the same way. The remaining third of the compost is given and covered with soil with which it is thoroughly mixed up and pulverized ; then the upper part of the soil, where the young rootlets grow up is sifted with sieve to get rid of stones, pebbles, etc., the surface of which straw and sticks 3½ shaku high, not quite so should be perfectly flat and even.

At the beginning of December a shelter of high on the southern side which is left more open, is made, because ginseng does not thrive well under too much head and damp. The total quantity of the compost above stated amounts to from 50 to 100 kwamme for one plot.

The seed is collected generally from the fourth year plant, and previously made to accelerate its germination in the proper way, is sown in the end of December, three to seven grains in a hole neatly prepared, 1.2 sun deep and 1.5 sun by 1.8 sun apart, and covered with fine soil with much precaution, the covered earth making a small hill called "chobo."

In the middle of March the earthed-up hill is broken down and made flat evenly, after which the tender plantlets will germinate out of the ground.

Whenever any weeds appear they should be extirpated immediately ; and the soil between the plantlet patches should often be stirred up and pulverized neatly by manual labour, particular attention being paid that water does not stagnate anywhere in the field. Thinning out is carried on in December, leaving one or two plantlets to each patch, their roots being carefully examined in the soil with hand.

With second, third and fourth year plants, the same operation should be repeated, except that of thinning out.

Generally in September the fourth year plant is harvested, when it pays best for farmers. The roots are carefully dug out so as not to injure

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*1 shaku—1 ft. (approximately).

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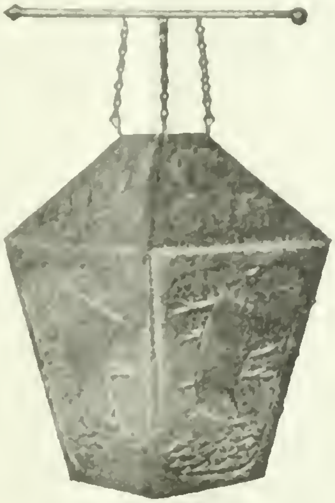

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YOUNG BROS.

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Manufacturers

LEATHER GOODS
HOLIDAY NOVELTIES

107-109 Church Street - TORONTO - 150 King Street East

American Branch: Niagara Falls, U. S.

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ORDER
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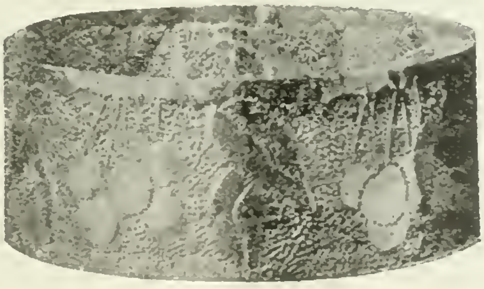


FERN DISH (finished)

YOUR
PROFITS
ARE
LARGE

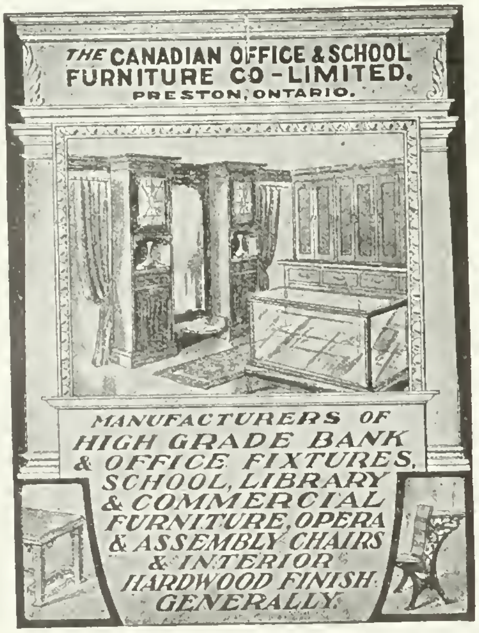
RETROSPECT

The object of every advertiser is to create an impression in favor of the cause he advocates. For sixteen years we have catered to the druggists of Canada. Our thanks are due to them for good support and their thanks are due to us for good prices, good goods and fair and honorable treatment. We do not get all the trade, but what we do get we strive to merit so as to continue in steady, healthful business growth. Our oldest customers are our best business friends. They have tried us and proved us and we are still the recipients of their orders, and, we believe, their confidence.

When we speak of our house, of course we include our travellers, as our interests are theirs and their interests ours. They are the medium between us and you. It is their duty to win you, and ours to retain you. Kindly try us both when you need us, and prove to us that advertising is a success.

THE TORONTO PHARMACAL COMPANY, LIMITED

TORONTO - - MONTREAL - - WINNIPEG.



THE CANADIAN OFFICE & SCHOOL FURNITURE CO - LIMITED.
PRESTON, ONTARIO.

MANUFACTURERS OF HIGH GRADE BANK & OFFICE FIXTURES, SCHOOL, LIBRARY & COMMERCIAL FURNITURE, OPERA & ASSEMBLY CHAIRS & INTERIOR HARDWOOD FINISH GENERALLY.

"ARLINGTON"

"Pyralin" Combs

Dressing and Fine.

See our range of these goods before ordering elsewhere. We have a nice assortment at A1 value, and are unsurpassed for durability.

We also manufacture INFANTS' TEETHING RINGS.

The Arlington Co., of Canada
LIMITED

East
Duncan Bell,
Montreal

West
John A. Chantler & Co.,
Toronto.

the rootlets, packed in mats without much delay and sold directly to the steeping factories or intermediate merchants.

Ginseng is a crop which requires much manual labour, the total number of labourers, both men and women, from soil preparation to harvest may be approximately estimated at from 300 to 600 for one tan of field.

The fair average yield of ginseng per tan will be 100 to 120 kwamme, i.e., 1.66 kwamme to 2 kwamme per plot, one kwamme of which costs about 1.6 yen to 1.8 yen.

10 Sun—1 Shaku—0.994 ft.
1 Kin—1.325 lbs.
1 Kwamme—8.2817 lbs.
1 Yen—50 cents, Canadian currency.
1 Tan—0.245 acres.

The harvested roots are washed clean and sorted into classes according to their size. Then they are put into luke warm water in a proper kettle, and the temperature raised to nearly boiling point, i. e., 95 to 16 degrees centigrade, when the steeping or cooking will be finished. The steeped roots are taken out of the kettle and strewed out thinly. The water particles on their surface should be dried off as quickly as possible by fanning. Actual experience teaches the proper time of steeping or cooking. If a properly steeped root is cut through with a knife the white translucent part in the middle of the root should be quite round, not irregular in shape.

The roots are then transferred to a proper oven and dried by charcoal heat from four to eight days according to the size of the roots. The oven consists of two boxes, upper and lower, the bottom of which is of thick pasted paper, and inserted properly in the oven. A charcoal fire is kept just under the two boxes, so that the drying temperature can be regulated in the oven itself after practical experience. In the beginning of the drying operation only the lower box is filled with the roots, che upper one being left empty, and the temperature of the lower box ranging about 150 degrees F.

After ten hours the roots become pretty soft and numerous small wrinkles appear on their surface, when the temperature should be a little lowered, say to 130 degrees F., by covering the charcoal fire with straw ashes. After another ten hours, when the bulk of the roots becomes much smaller compared with the fresh one, the contents of each of the lower-boxes are collected into one and transferred into the upper box, where it should be gradually dried up ready for sale. The lower boxes thus emptied are filled with fresh roots, the same process being repeated as before.

In Korea the ginseng industry has become a government monopoly. Under penalty of a fine of $5 to $500 and confiscation of equipment, all making, selling or exporting of red ginseng in or from Korea is now forbidden to all parties except the Korean government or a firm specially authorized by it.

The famous red ginseng, which is such a favorite in China, is made by steam baking the yellowish or white ginseng. This red ginseng is cured only at Songdo, its making and exporting being a government monopoly. In 1907 the exports of ginseng and its government valuations were as follows: Red, whole and bearded, 28,284 pounds, valued at $600,033, or $21.21 per pound; white, whole and bearded, 3,975 pounds, valued at $1,448, or 36 cents per pound.

The chief countries engaged in its export are the United States, Japan and Korea, with whom Canada is commencing to assume importance as a contributor. Much of the Canadian product, it is known, is often purchased in the United States and sold to the Chinese as a United States product. The quality of the Canadian article is said to be superior.

Under normal circumstances, there is always a good sale in the Hong-Kong market for almost any quantity. The principal importers there are: Messrs. Shewan, Tomes & Co., a British firm with United States connections; Wing Tung Fat, 254 Des Voeux Road Central; the Ming Kei firm, 134 Connaught Road Central; and the Kwan Hing Lung Co., 87 Bonham Strand West.

GUAYULE RUBBER

Many tropical plants produce a milky juice in varying quantity, which by proper manipulation is resolved into the rubber of commerce. But the guayule (pronounced Wy-lie) rubber of Mexico and Texas is deposited in microscopic granules throughout the stem, branches and roots of a shrub common in the semi-arid regions, being especially plentiful in the bark. As its natural form is entirely different from that of the ordinary rubber, it requires an entirely different process of treatment.

The plants are first pulverized, the gummy substance being mingled with wood fiber. To release the rubber, the mass is boiled over steam, strained, covered with cold water, again strained and boiled with caustic soda, the gum being finally precipitated by means of calcium chloride.

While the industry is comparatively new, it is one of the most important ones of that locality, having already netted millions of dollars to its producers. Yet unless there is a change in methods it must necessarily be short-lived. The desert-grown shrub is of extremely slow growth. That grown by irrigation develops much more rapidly, but contains no gum. The future of the shrub must be written in the single word, extinction, if present methods prevail. Large quantities are being consumed, with no provision for replacing them. The only remedy seems to be that of collecting the shrubs without destroying the roots, which would sprout up readily and soon produce a thrifty new browth.—Midland Druggist.

IRISH MOSS INDUSTRY

Consul Samuel S. Knabenshue of Belfast furnishes the following information concerning the gathering and preparation of Irish moss for market :

The plant called "Irish Moss" (Chondrus crispus) is one of the algae, and is found on the Atlantic coast of Ireland and on the shores of Brittany, in France. It grows on rocks in the sea, just below low-water mark. It is gathered by the peasants and spread in the sun to dry, after being washed in fresh water. When fresh it varies in color from green to dark purplish brown.

The peasants bleach it to an extent by exposure to the sun and by watering, after which it is allowed to dry thoroughly, and is ready for the market. It is then of a light grayish yellow hue. It is stated that the moss may be bleached artificially by the use of permanganate of potash, but no one here knows any details of that process, nor is any moss in the Belfast market bleached otherwise than by the sun and moisture, as described.

The product is handled by wholesale druggists. They do not keep stocks on hand, and when an order for the moss is received a sample of the quality required is usually furnished with the order. The size of the plants is the controlling factor in the price ; the larger the plants the more valuable. Color also is a factor, the lighter colored selling better. The wholesale druggist gives an order for the required quantity to men who buy the moss from those who have gathered it.

The moss in Ireland is put up for export in bales, just as it comes from the gatherers, without being subjected to further bleaching or any other process. No information can be obtained here as to a liquid form of the moss, nor is it known as a powder, unless retail druggists may themselves pulverize it for their own purposes.

The moss is used to some extent as a food by the peasantry along the coasts where it abounds, and jelly preparations are made from it for the use of invalids. It is sometimes used in cookery in place of prepared gelatin in making desserts, etc. It is used in medicine as a demulcent in coughs, for catarrh and inflammation of the bladder, and in preparing emulsion of cod-liver oil.

Carrageen moss is used exclusively in the textile industry. It is claimed that the superiority of Irish linens is due in a large measure to the use of a size obtained from boiling and straining the moss, and applied to linen warps. Moreover, the size is used in finishing cottons, silks, and flannelette, in calico printing, and in leather manufacturing.

The great value of the moss in the textile industry is due to the fact that it really penetrates the thread and toughens it, and goes into the fiber as nothing else will do. It can take the place of gelatin and animal sizes for manufacturing purposes, and its comparative cheapness has obtained for it the attention of users generally.

"COLLODII"*

Our National Formulary and United States Pharmacopoeia should include a series of Collodion preparations much larger than they do at present. In many respects the medical efficiency of these preparations is far superior to ointments, linaments, glycerites and other external remedies. We would suggest the following list : Collodium Terebinthinum, Collodium Belladonum, Collodium Capsicum, Collodium Chrysarobinum, Sollodium Gallum, Collodium Gallum cum Opio, Collodium Hydrargyrum, Collodium Hydrargyrum Ammoniatum, Collodium Acidum Boricum, Collodium Phenolatum, Collodium Camphoratum, Collodium Iodoformatum, Collodium Cantharidatum *60 per cent), Collodium Plumbi Carbonatis, Collodium Flexile, Collodium Stypticum (20 per cent), Collodium Salicylatum (corn remedy), Collodium Salicylatum Cum Opio (for tender corns), Collodium Hydrargyri Nitratis, Collodium Picis Liquidae, Collodium Zinci Oxidi, and Collodium Opii.

These preparations, outside of those already official, might be made of 10 per cent. uniform strength. They should be made very rapidly, so as to be completed before excessive evaporation has occurred, and should be labelled, "Stir well with brush, and do not handle near a fire or flame." The best containers are small cans with tin, air-tight covers, such as are used for ready-mixed paints. It would be well to have printed on labels also, "Replace cover as tightly as possible, and invert container for a second or two." This coats the margin of the cover, and prevents evaporation while not in use. It would also be well to state on the label, "After use, absorb

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*Paper read before the American Medico-Pharmaceutical League by S. F. Brothers, Ph.G., M D.

TRADE MARK 'TABLOID' BRAND
TRADE MARK 'KEPLER' BRAND
TRADE MARK 'ENULE' BRAND
TRADE MARK 'VALULE' BRAND
TRADE MARK 'VALOID' BRAND
TRADE MARK 'SOLOID' BRAND
TRADE MARK 'HAZELINE' BRAND
TRADE MARK 'ELIXOID' BRAND
TRADE MARK 'VAPOROLE' BRAND
TRADE MARK 'WELLCOME' BRAND

The products bearing these TRADE MARKS are issued by :—

BURROUGHS WELLCOME & Co., LONDON (ENG.
Branches: SYDNEY CAPE TOWN SHANGHAI

101-104, CORISTINE BUILDING
ST. NICHOLAS & ST. PAUL STS., MONTREAL
AND 45, LAFAYETTE STREET, NEW YORK CITY

The sale of articles of other manufacture when any of these brands are specified in ordering is an infringement and unlawful.

Full stocks of these and other B. W. & Co products are held at the firm's Branches, and at the following depots :—

ST. JOHN, N.B.—A. Chipman-Smith & Co.
TORONTO—W. J. A. & H. Carnahan, Cor. Yonge and Bloor Streets and cor. Carlton and Church Streets
VANCOUVER, B.C.—W. M. Harrison & Co.
WINNIPEG, MAN.—W. F. C. Brathwaite
" " The Gordon Mitchell Drug Co.

Depots in all principal cities throughout Canada & U.S.A.

LEVER BROS., Limited
Chemically Pure

REFINED GLYCERINE
(MADE IN CANADA)

In Half Ton Drums
56 lb. Cans, 28 lb. Cans and
Winchester Quarts

QUOTATIONS GIVEN FOR ANY QUANTITY

SELLING AGENTS
John Cowan Co., Limited
Montreal Chemical Works
3 Dalhousie St. - Montreal

A "FEW" DRUGGISTS

DO NOT BUY THEIR GLASSWARE FROM US.

Are You One?

If so, it will pay you to let us be **Your Bottle Men.**

A bottle of good appearance gives an individuality to your prescriptions. By using our **Beaver** or **Ideal ℞ Ovals** illustrated here, you will be adding to your ℞ department one of the most artistic containers on the market.

Our prices are right ! **Special attention to Mail Orders.**

WRITE US !

Ideal ℞ Oval

Beaver ℞ Oval

THE BEAVER FLINT GLASS COMPANY
OF TORONTO, LIMITED.
DRUGGISTS' GLASSWARE
TORONTO, - CANADA

"EVERYTHING THE DRUGGIST NEEDS IN GLASS."

Conditions for Selling

Dr. PIERCE'S MEDICINES

BY THE

Retail Druggists in the Dominion

WERE NEVER BETTER.

Owing to the Protection Afforded by Our Serial Number Contract Plan

which has cost us a great deal of money, the Druggist can get Full Price for these old-time Favorite Remedies, and he can make a fair legitimate profit, because Dr. Pierce's are the

Only Popular Medicines

which are NOT universally sold at cut prices. We have done our best to PROTECT YOU. Why not PUSH for Dr. Pierce and the World's Dispensary?

Can we send you a Window Display or can you use our Memorandum Books to advantage?

liquid adhering to brush with a piece of cloth. If brush becomes stiff, dip into the liquid until soft again."

As collodion is explosive, it is advisable not to shake it violently, and not to rub it in a mortar. Stirring with a rod or brush is best.

SHOP SHOTS

By Frank Farrington, (National Druggist.)

Women like to shop around and buy where they can get the best values and the best treatment. Run your store in a way that will make the shoppers regular customers.

There are a hundred ways of getting names for a mailing list. Use all of them and send frequent advertising to the list. This is advertising your competitor does not see.

Don't go stumbling along in the footsteps of some other local advertiser. There are enough ways of doing good advertising so that you need not be an imitator.

The more price tickets you use, the more goods you will sell. Don't use price tags whough until they are dog's-eared and fly-specked. Fresh tags are cheap and ten times as effective.

There is no such thing as just standing still. If you stand still you will fall behind, because the world will not stop with you. To do no more than hold your own you must progress some.

If you want the public to be really interested in your advertsing see that it always tells something they want to know. There is enough store news that might go into your advertising space.

It is the aggressive merchant who gets ahead. The passive chap who is content to take what comes to him and leaves the pushing, energetic methods to the other fellow will never know what it looks like at the top of the ladder.

It doesn't make any difference how good pay your credit customer may be, he isn't as good as the cash buyer—and the people from whom you buy goods feel the same about it. Cash buying and cash selling are what make good.

The merchant who will sell any low-priced goods will find that the policy will limit his sale of high-priced ones. Ten people are buying low-priced goods where one is buying high-priced.

The sliding scale of prices has gone to glory along with hoop-skirts, carpet-bags and congress shoes. Nobody can do business nowadays on anything but a one-price basis.

Are you satisfied to have a person come in and make a purchase once and then go away, never to return? If you are, I have your measure and the measure of your business success.

Take time always to treat a traveling man courteously, but do not allow him to use up your time further than that unless you have business with him. Time is money to the live merchant.

If it is your policy to buy steadily and almost wholly from one house, at least take pains to post yourself on the market so that you will know whether that house is taking advantage of you or not.

Before ordering in quantities to save freight and discounts, be sure that the goods will turn over quickly enough to make the saving a real rather than an imaginary one.

You will never see the day when you will have all the business. There will always be more worlds for the business Alexander to conquer and advertising is what will win the victories.

The way to get word of mouth advertising is to treat customers so well that they can't help telling their friends about it. This isn't so hard to do. The smallest store has as good a chance to do it as the largest.

Do more than tell your customers that their interests are your own. Make them believe it by the way you treat them. Customers have longer memories, than you think.

Your store may have off days, days when the customers do not come, but there should be no off days in the advertising and planning department.

Be quick to decide about any new line you consider adding to your stock. Your competitor may be considering the same move and the first man out with new goods is the man who gets the cream of the trade.

If tricky competitors bother you, heed them not. Chicanery never yet won out in the long run.

TRUE ESSENTIAL OILS

Absolute purity and perfect flavor are two necessary qualifications in Essential Oils in order to secure satisfactory results.

Messrs. Stafford Allen & Sons, Limited, London, England, guarantee the purity of their products, and as a consequence they are held in the highest esteem.

Two of the oils to which special attention is directed in this issue are Oil of Cloves and Sandalwood Oil—a strong point about this latter being that this firm were the first English distillers to manufacture this oil, and notwithstanding competition at lower prices consequent upon adulterated oils, this oil receives the preference on account of its purity and excellence.

The Oil of Cloves manufactured by this firm is made from the BUDS; much Clove Oil on the market not being from the buds and consequently is inferior to that made from the Zanzibar Clove Bud.

When ordering specify "Allen's."

ONTARIO COLLEGE OF PHARMACY

The regular semi-annual meeting of the Ontario College of Pharmacy opened at 2.30 on Monday afternoon, Dec. 6, at the Ontario College of Pharmacy, Toronto.

The retiring President, George E. Gibbard, Toronto, briefly expressed his pleasure to once more meet the members of the council. In leaving the presidency and retiring from the council after ten years membership, he hoped that the Ontario College of Pharmacy, which was the backbone of the Canadian Pharmaceutical Association, would give that body its earnest support.

On motion of E. R. Wigle, seconded by H. Watters, the council unanimously elected John Hargreaves, Toronto, president for the ensuing year.

On motion of E. W. Case, seconded by A. J. Johnson, R. A. Harrison, Dunville, was unanimously elected vice-president.

The vice-president-elect said that after eight years service in the council he was highly gratified by his election. Pharmacists were men of thought and influence in every community, and were in a position, through the work of the council, to make their influence potent for good

The following were appointed a striking committee to nominate standing committee : A. J. Johnston, H. Southcott, J. H. H. Jury, H. Watters and Alex. Stewart.

The following officers were unanimously re-elected : Scrutineers, G. M. Petrie and G. A. Bingham. Auditors, J. H. McKenzie and James Watt. Registrar-treasurer, W. B. Graham.

A motion of regret at the severance of his connection with the council was tendered the retiring president, George E. Gibbard.

The members of the council are John F. Taylor, Toronto ; R. A. Harrison, Dunnville ; E. W. Case, Picton ; H. Watters, Ottawa ; A. J. Johnston, Sarnia ; H. Southcott, St. Catharines ; E. R. Wigle, Wiarton ; W. A. Karn, Woodstock ; C. T. Adams, Sault Ste. Marie ; John Hargreaves, Toronto ; J. H. H. Jury, Bowmanville ; Alex. Stewart, Guelph ; J. F. Roberts, Park Hill.

All were present except Mr. Roberts, who was delayed by business.

The council re-assembled on Tuesday afternoon, Dec. 7, at 2.30.

Chairman J. F. Roberts of the By-laws and Legislation Committee presented report No. 1 of that committee.

The report recommended that the registration as an apprentice be granted Elmer E. Pyne, Madoc, from Sept. 10, 1909, and Orlando A. Baker, Hamilton, from Oct. 5, 1909, and a registration for L. Rousell, Ottawa, on the production of the necessary affidavits as to time of service and educational qualifications.

H. Watters presented the report of his attendance as delegate at the meeting of the Canadian Pharmaceutical Association at Banff, and that of his co-delegate, George E. Gibbard. The convention was well attended and again recognized the council of Ontario College of Pharmacy by electing one of its members (Mr. Watters to the highest position within its gift.

An important resolution adopted by the Canadian Pharmaceutical Association advocated the establishment of an educational correspondence course, along practical lines, for the benefit of apprentices from the date of their apprenticeship to that of their regular entrance at the College of Pharmacy.

In relation to that resolution Mr. Watters said that such a course was urgently needed as the assistants were often woefully lacking in practical knowledge as salesmen and of mercantile matters. He had indeed had two honor graduates of the Ontario College of Pharmacy, whose academic qualifications were excellent, who were virtually worthless owing to their ignorance of the practical side of their work.

Mr. Walters also stated that he represented the Canadian Association at the American Pharmaceutical Association meeting at Los Angeles.

The report was referred to the committee on Education.

President Hargreaves urged the committees to expedite their work so that business would not accumulate for the closing day.

The council resumed at 2.30 p.m. Wednesday, Dec. 8.

Chairman Alex. Stewart presented report No. 1 of the Committee on Education.

The committee recommended that Richard L. Wilson, Port Arthur, be granted a duplicate of his diploma, lost in the mails.

W. E. K. Hogg, to be allowed to take a supplementary course at the usual reduction of forty per cent. of the charges.

Victor E. Smith, of the colony of Granada, to be allowed to take the course of instruction at

E. MORRIS & CO.

(Wholesale)

STATIONERY
SCHOOL SUPPLIES
POSTCARDS

❧

LOCAL VIEW POSTCARDS

We have the exclusive handling of the Products of Three of the leading German Postcard Factories Specialists in their own particular style of card.

CHROMOTYPE BLACK and WHITE
HAND-COLORED SEPIA BROWN
MARINE BLUE

PRICES FROM $4.50 m.

Write for samples, which will convince you that we are showing HIGH GRADE cards only.

VANCOUVER, B. C.

William Mather, Limited

MANCHESTER

ESTABLISHED 1847

"VENTILO" FLAISTER

(Patent 20808)

In India-Rubber and Plumbi Base
HOSPITAL, INFIRMARY, SURGICAL & PHARMACEUTICAL PLAISTERS

Great saving of time and cleanliness in cutting pieces of [illegible] any roll of Plaister

Samples and Prices on application

Specialty : Pharmacopœia and Surgical Plaisters [illegible]

INDIARUBBER COMBINATION. Porous, Plain and "Ventilo" Spread

In order to meet the largely increased demand for our Rubber Combination Plaister, new and additional machinery (Calendar process) has been laid down and we now possess every facility for the production of Perfect Plaisters and are in a position to execute orders without delay

BELLADONNA POROUS OR "VENTILO" PLAISTERS
RUBBER COMBINATION

Guaranteed to contain 0·5 [illegible] Root Extract Belladonna Alkaloids

N.B.—Belladonna Plaisters, made in strict compliance with the new [illegible] Pharmacopœia, are reddish brown in color.

London Agents: MACE & HALDANE, 94 Milton St., E.C.

Ideal Orchid Perfume

Ideal Orchid Talcum Powder

Ideal Orchid Cream

Are being extensively advertised throughout Canada.

DON'T LOSE SALES. SEND IN YOUR ORDER.

Sovereign Perfumes Limited
TORONTO

Hunt's

CHOCOLATES

Distinctive in quality and delicacy of flavor: but unless you have tried them we couldn't begin to tell you how really good Hunt's Chocolates are. Drop us a card to-day for samples.

We have a complete line of Package Goods for the Drug Trade, ready sellers that are sure to please your Customers.

We furnish advertising matter, dummy boxes for display, and tasting samples, and give exclusive agencies to hustling representatives.

WRITE TO-DAY FOR SAMPLES AND PRICES.

Successors to Hunt's

BRUCE & HUNT CO.
Limited
TORONTO

PEACH BLOOM

1910 STATIONERY 1910

The very latest creation in Stationery for the New Year is Peach Bloom, and is, as the-name suggests, the delicate tint of the bloom of Peaches, fresh and exquisite. This new line of popular linen crash finished paper, is made in Writing Tablets, various sizes with attractive covers, handsomely boxed Papeteries, Note Paper and Envelopes to match, at a moderate price that will ensure its success. In introducing this line we feel it is breaking away from the orthodox dead white, and while not a color, Peach Bloom is a very pale blush pink tint, which can only be appreciated on inspection. Samples mailed on request.

WARWICK BROS. & RUTTER, Limited

Makers of Stationery, TORONTO.

THE GUM THAT DRUGGISTS SELL

COLGAN'S MINT CHIPS

with the flavor of old time mint sticks. Never before successfully introduced into chewing gum. Simply beyond comparison—and the readiest seller you ever handled. Five chips in a round, brilliant green and white metal box.

COLGAN'S VIOLET CHIPS

Taste as delicious as the aroma of fragrant violets. Sweeten the breath, aid digestion and tone up the stomach. Remove all tobacco odors. Five chips in round, brilliant violet and white metal box.

Display These Quick-Selling Goods.
They Make Attractive Spots on Your Show Case.

Colgan's famous Chewing Gums are sold in enormous quantities everywhere they are offered. Easily outsell any other gum once they are tried by customers. Hence, it's up to you to boom your sales.

If your stock has run low or if you have never shown this splendid gum, get a stock as quickly as possible.

SOLD BY ALL JOBBERS

the College of Pharmacy, he having furnished satisfactory evidence of the necessary service and educational qualification.

Chairman J. F. Roberts presented report No. 2 of the committee on By-laws and Legislation.

The committee recommended owing to the absence of any evidence, no action be taken on the application of W. A. McCollum, Tilsonburg, at this meeting of the council.

That Viola Gilfillan be allowed registration for Sept. 1, 1908.

That the committee regretted that it had no authority to register E. L. Fraser, Perth, Ont., on the date of Jan. 1, 1909.

The last clause was debated with earnestness by H. Watters, and the chairman of the committee. In this case the applicant allowed two supplementary examinations to go by, and then passed his examination.

Mr. Watters urged the council to stand by a firmer and more liberal educational policy than that recommended.

The chairman of the committee said that the Deputy-Attorney General and the Solicitor of the Council had declared it to be illegal.

Mr. Watters said there was no lowering of the educational standard by ignoring the letter of the statute. He considered it quite proper for the council to arrogate to itself the power to grant the application. The young man was in his district but was not personally known to him.

Mr. Roberts read the letter of the Deputy-Attorney General, which pointed out that all examinations must be passed before the registration of apprenticeship.

Mr. Watters said in his opinion the council and not the Attorney-General was the proper custodian of the standard of education. The difficulty of securing apprentices was serious enough now, and an open door policy, as wide as possible, was desirable. He would be willing to assume his share of the personal responsibility for ignoring the strict letter of the law. To bow to the dictation of the Deputy Attorney General was a most retrograde step. If necessary the council should go to the Legislature to validate its action.

Mr. Roberts said that scores of similar applications had been refused, and while the committee took the action with regret it was illegal to do otherwise.

The Registrar, on a request for his view, said that in his opinion the cast-iron law on this point was the very best thing that the council could possess. Its practical result was that in most cases students took their supplementary examination at the next opportunity. Under a lax law, they might as in this case, for some reason, allow examinations to pass by.

E. W. Case said that for the information of members of the council not familiar with these matters he would point out that a side record of students was kept for a few years of those who failed in two subjects, who were allowed two years in which to complete their educational qualification. When in a review of the by-laws of the council this was discovered by the Deputy Attorney General the council was notified of its illegality, and on the advice of the solicitor, it had been discontinued.

Mr. Watters said that in view of the present attitude of the council he would bow to the recommendation of the committee.

Charles G. Sage, of England, was granted permission to have his time of service in that country counted.

H. S. McGuire, Peterboro, was granted apprenticeship registration from April 1, 1908, and G. J. Bray, Enfield, from Aug. 5, 1908.

The council re-assembled at 2.30 Thursday, Dec. 9.

The third report of the committee on By-laws and Legislation made the following recommendations, which were concurred in by the council.

Re, the application of Roy M. Collis, Haileybury, for a recognition for a portion of his time, that the request be left in the hands of the registrar.

That the application of Bert Edgar Nyles for registration be not granted as the educational standing submitted from the Lee High School, Man., does not contain the required qualifications

That Marion Farkin Mackenzie of 1171 Dundas street for resignation of apprenticeship from Oct. 1, 1908, be granted on production of the necessary affidavit, and of George McCrae, Gore Bay, from Sept. 1, 1908; H. Nightingale, Wallaceburg, from July 8, 1908; Harold T. Howe, from Aug. 21, 1905; Charles Hilton Stewart, Guelph, from July 8, 1909; J. W. Scott, Collingwood, from July 8, 1908.

The application of Fred S. Pickering, Toronto, from Aug. 1, 1905, was not granted, but will be dated from Sept. 10, 1905, the time when he received the necessary educational qualification.

The application of F. E. Marshall, Brighton, was not granted, as he did not possess the necessary educational qualifications.

Vice-President Harrison, as chairman of the Divisional committee, presented report No. 1 of that committee, which reported that since the last meeting of the council one divisional meeting had been held—in District No. 13. Much interest was manifested and good results. At this meeting the chairman of Research Committee of the College was present, with samples of the products proposed to be incorporated in the Canadian Formulary.

The educational work the committee would strongly recommend to other districts believing that it would result in developing an increased interest in pharmaceutical research.

In order to acquaint the members of the College with the objects of these divisional meetings, and the advantages to be derived therefrom, and the assistance preferred by this college to further this advanced movement, your committee recommend that a short statement be prepared embodying this information and that this circular letter be mailed to each member through the district representative.

That each representative be authorized to secure the services of the chairman of the Research committee to place before the district meetings the general work of the Research committee, and the formulas in the Canadian Formulary.

Chairman A. J. Johnson presented the report of the committee on Infringements, which stated that owing to the work of the committee, and efforts of their inspector, John Grant, a number of convictions for violation of the Pharmacy Act had been secured, and in other cases the cause of complaint had been removed.

The prosecutions have resulted in the closing up of stores conducted by unqualified parties the dissolution of illegal partnerships, the more careful handling of dangerous poisons, and in one or more of the offenders applying at the College for its course of instruction.

At the last meeting of this council an appropriation was made to the committee on Infringements for the purpose of enforcing of the act in relation to the sale of cocaine. The matter was taken up with the Legislature and after considerable correspondence the Government declined to act, and left to the inspector of this committee any action to be taken.

The receipts of the committee aggregated $286.50 and disbursements $134.40, leaving a balance to the credit of the committee of $96.60.

The following were the list of prosecutions :

H. Carveth, Durham, illegal partnership.

Theo. S. Daw, Hamilton, selling poison without license.

Harkness Drug Co., Cochrane, selling poison without license.

Dr. Graham. Mono Road, keeping open without license.

E. J. Madill, Caledon East, selling poison without license.

T. M. Ferguson, Niagara Falls, selling poison by unqualified party.

Dr. Cooper, Charleton, selling poison without license.

W. W. Swain, Toronto, second offence.

S. C. Cooper, Lion's Head, selling poison by unqualified person.

H. Schofield, Toronto, selling cocaine.

W. A. Tutty, Eglinton, keeping open shop without license.

The following arrears of fees were collected without entering action in court :

Thos. Payment, Ottawa, $36.

Dr. Vallen, Ottawa, $88.

The remuneration of Inspector Grant was raised from $4 to $5 per diem, the Inspector to be at the prompt call of the chairman of the committee.

On motion of H. H. Watters the council decided to procure a suitably engraved New Year's greeting, bearing the names of the President and Registrar-Treasurer, one to be mailed to every British and Colonial Pharmaceutical body inscribed as follows :

"The Ontario College of Pharmacy presents its New Year's greeting to sister institutions and trusts to see the year 1910 marked by the adoption of reciprocal registration by every pharmaceutical body in His Majesty's dominions."

The council, on the motion of H. H. Watters, authorized the registrar to take the required steps to secure the permission of the Lieutenant Governor in Council to eliminate words in brackets re carbolic acid in Part I. of the Pharmacy Act. It was agreed that the words which were not intended to apply to registered druggists had been transcribed by error as they belonged to another part of the Act."

The council adjourned until 9 a.m., Friday, Dec. 10.

The following semi-annual financial statement of the Registrar-Treasurer was presented and referred to the Finance committee :

REGISTRAR-TREASURER'S REPORT

To the President and Council of the Ontario College of Pharmacy :

Gentlemen,—I beg to submit the semi-annual report of the finances of the College for six months ending November 27, 1909.

Eight physicians have taken out registration. viz. : John Graham, Caledon, East ; C. M. Lang, Owen Sound ; R. J. Walls, Trenton ; G. H. L. Armstrong, Richard's Landing ; W. H. Cameron, Victoria Mines ; D. J. Wheatley, Thornton ; Dr. Cooper, Charleton, and R. E. Valin, Ottawa ; also E. J. Bowlby, of Watford,

The number of renewals issued since May 27, 1909, is as follows :

1900	1 at $4.00	$4.00
1901	2 at $4.00	8.00

SOUTHALLS'

SANITARY TOWELS

Modern science and the spread of Hygiene made the invention and manufacture of Southalls' Sanitary Towels possible. Since 1880 they have become widely known and appreciated as an indispensable article for ladies' use, possessing advantages which recommend them to every woman.

Every Canadian Druggist should apply for full particulars and samples to the Agent for the Dominion, J. M. SCHEAK, Carlaw Buildings, Wellington Street West, TORONTO.

Southalls' Sanitary Towels
(The original and best).

Southalls' Accouchement Sets
(Containing all Requisites, in Three Sizes).

Southalls' Sheets for Accouchement
And other Sanitary Specialities.

Manufactured by

Southall Bros. & Barclay, Ltd.
Birmingham, Eng.

COWAN'S

LIQ. AMMON. FORT.

PURE

Agreeing Fully with all the Requirements of the B.P.

See that every Winchester carries our signature
JOHN COWAN COMPANY LIMITED

GLYCERINE, C.P., in cans and drums
BORIC. ACID, Merck and English
CARB. AMMON. 5 lb. and 10 lb. cans, kegs and casks
CHLOR. AMMON., kegs and casks

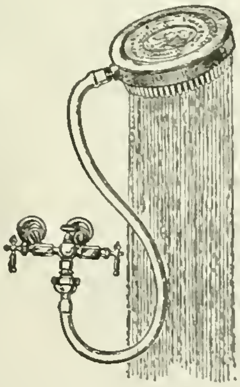
JOHN COWAN COMPANY, Limited
3 DALHOUSIE STREET
MONTREAL

Add a New Profit to Your Business

LEADING DEALERS SAY:—

"KNICKERBOCKER SPRAYBRUSHES ALMOST SELL THEMSELVES."

The Knickerbocker Spraybrush is the only appliance that **COMBINES** the shower, shampoo and massage brush in **ONE ARTICLE.** It is a **BIG SELLER** because it has so many superior features and is extensively advertised. Our advertising sends customers to your store and when you show them this handsome brush, they will willingly pay the reasonable price and buy the **KNICKERBOCKER SPRAYBRUSH** in preference to all others.



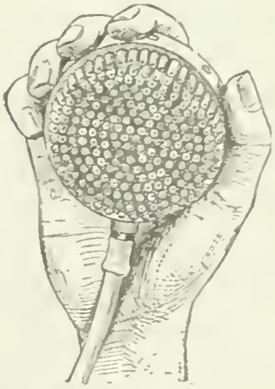
OUR BIG ADVERTISING CAMPAIGN

To make sales for you, we will continue to advertise extensively in well know world-wide publications.

There is not a town or city where the **SPRAYBRUSHES** will not sell readily, steadily and profitably for the merchant **ALL THE YEAR ROUND.** Do not sell your customers inferior "Sprays" when you can **BETTER PLEASE** by giving them the **SPRAYBRUSH**

THE COMING NATIONAL SUCCESS

The Knickerbocker Spraybrush is the coming National Success. Once you place the **SPRAYBRUSHES** on sale you will have a **CONTINUOUS CALL FOR THEM FROM YOUR BEST CUSTOMERS.** Write today for descriptive catalogue, attractive prices and advertising helps to dealers.



The PROGRESS COMPANY, 917 Rand-McNally Bldg., CHICAGO, ILL.

Compliments of the Season

Jones Bros. & Co.

LIMITED

THE DRUG STORE BUILDERS

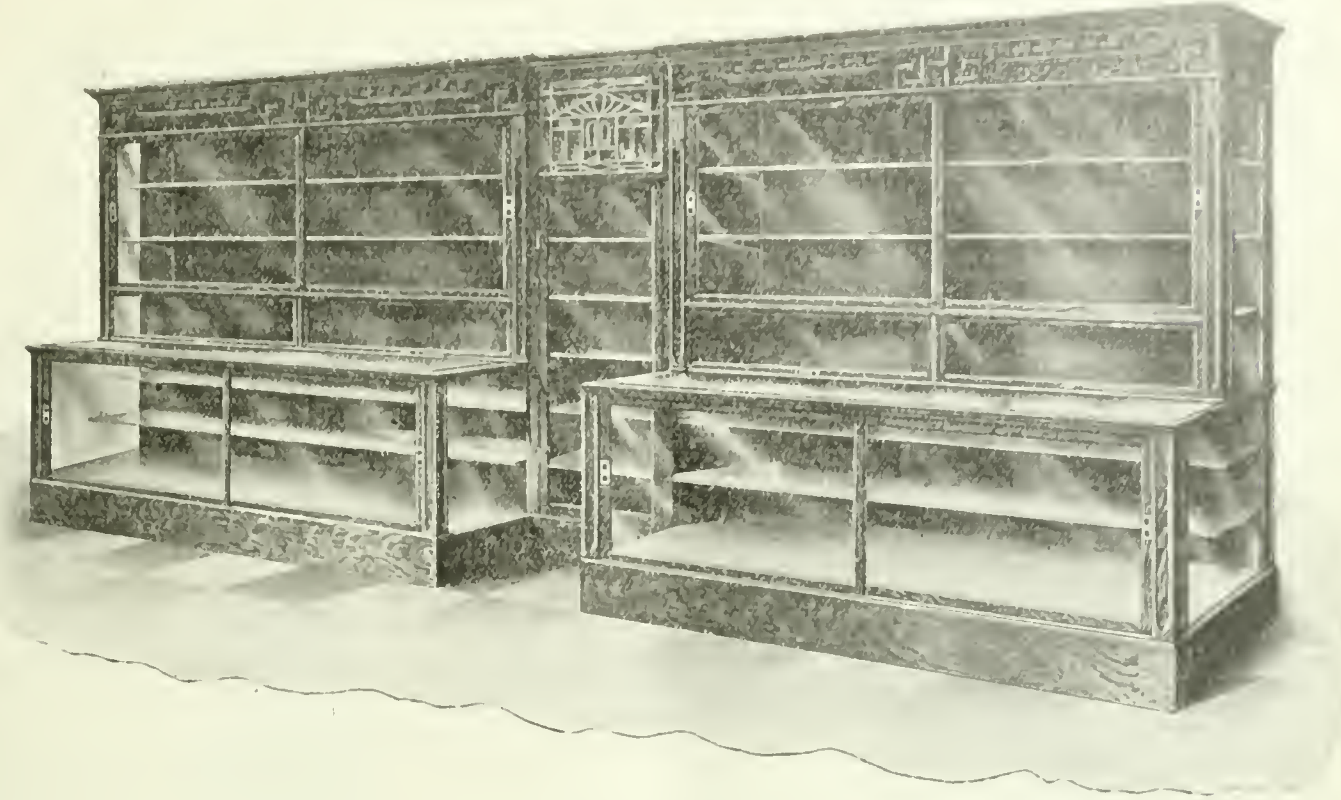
Wish the

Members of the Pharmaceutical Profession

Continued Prosperity -

during the coming year

A Happy New Year



THE "INNOVATION"
SILENT SALESMAN WALL CASE

The latest idea in a Wall Case, a Combination of Silent Salesman and Wall Case. The Case is practically a Silent Salesman Show Case, but with sliding doors in front, with mirror back, plate glass shelves, and bevelled plate glass top, above this is a section fitted with doors that lift up and slide back and forms a convenient display space for small quick selling articles, while the top is a regular wall case with sliding doors. The centre section is a special display case running to floor with a hinged door and with a beautiful art glass panel at the top.

The design is entirely new, of the "Art Noveau" style, and the whole case is beautiful and specially adapted to the display of high class goods. This case does away with the necessity of a line of Silent Salesmen on one side of the store.

We manufacture the Innovation Tincture Shelving and Innovation Prescription Case to match this beautiful fixture, and will be pleased to submit estimates on complete outfits.

SEND FOR OUR CATALOGUE

JONES BROS. & COMPANY, Limited

HEAD OFFICE:
29-31 Adelaide St. West
TORONTO
Canada

Drug Store Builders
TORONTO, ONT.

BRANCHES:
MONTREAL
OTTAWA
WINNIPEG

1902 ... ...2 at $4.00— 8.00
1903 ... ...2 at $4.00— 8.00
1904 ... ...4 at $4.00—16.00
1905 ... ...4 at $4.00—16.00
1906 ... ...4 at $4.00—16.00
1907 ... ...4 at $4.00—16.00
1908 ... ...5 at $4.00—20.00
1909—46 at $2 & 59 at $4.00--328.00
——$440.00

Less refund to Carter & Wright, Gowganda	4.00
	$ 436 00

I beg to submit the following statement of Receipts and Disbursements for the last six months, ending November the 27th, 1909, viz. :

RECEIPTS

4	Cash on hand (last audit)		$ 12 32	
44	Balance Bank of Commerce (General Account)		2724 62	
			$ 2,736 94	
71	Apprentice Registration Fees		56 00	
100	Deposit Fees (from students, J. C., '09)		415 00	
105	New Diplomas		7 00	
135	Interest......		165 23	
142	Infringement, Fines and Fees (J. B. Grant)		152 50	
154	Lecture Fees...	$4,994 00		
154	Advertisements in Curriculum, 1909-10.........	$160 00		
			5154 00	
180	Liquor Sales Registers (sales)...		5 14	
244	Poison Sales Registers (sales) ...		19 98	
199	McGill Street Property (rents) ...		228 00	
205	Entrance Fees		130 00	
250	Certificates for file..........		5 00	
289	Druggists' License Fees		440 00	
306	M. D. Registration Fees		34 00	
81	Apparatus, Microscopes, sale of ...		39 00	
374	Canadian Formulary		68 33	
232	Chartered Accountants, Rent of Lecture Room......		20 00	
365	Supplies, received from J. A. Carveth Co		1 40	
366	Received for students for Lenses......		10 00	
			6,950 55	
				$9,687 49

DISBURSEMENTS

329	Salaries	$3,564 52	
142	Infringement, Salary and Exp., J. B. Grant......	180 80	
	W. B. Graham, Expenses	3 00	
	Telephone and Exp. charges...	6 10	
			$ 189 90
232	Repairs College Bldg. (ordinary)	$ 185 20	
232	Bank Commission and Exchange...	14 21	
232	Printing Druggists' List and Council Minutes...	117 50	
232	Printing Pharmacy Act	93 00	
232	Registrar-Treas'. Guarantee Bond	6 00	
232	Telephone Rent and Messages... ...	32 95	
232	Stationery & Sub. to Ont. Gazette	19 35	
232	Cleaning Building	57 52	
232	Car Tickets	5 00	
232	Janitor's Supplies	11 60	
			$ 542 33
147	Fire Insurance Premiums	251 75	
92	Council meeting, Fees & Trav. Ex.	$ 472 40	
92	Advertising Council Meeting	22 70	
92	Sub. to British Ph'm. Assoc. Con.	23 25	
92	Telegrams	1 45	
92	Printing Ballots & Election Notices	9 25	
			$ 529 05
199	McGill St. Property, Taxes	$ 133 61	
199	Water Rates	4 80	
199	Repairs	23 25	
			$ 161 66
116	Examination Expenses......	$ 53 85	
116	College Medals	23 50	
			$ 77 35
154	Opening College Term, Chairman Watters	$ 42 10	
154	Printing Invitation Cards	3 00	
154	Lecture Fees, Returned W. H. Hardy	90 00	
154	Telegram to E. A. Hiscock	1 00	
			$ 136 10
76	Auditors	10 00	
334	Scrutineers...	10 00	
95	Coal, Conger Coal Co.	347 10	
129	Gas and Electric Light	51 64	
273	Postage	75 00	
396	Research Committee, Chairman Hargreaves attending District Meeting at Windsor...	$ 35 50	
396	Research committee, Supplies	61 66	
			$ 97 16
391	Water Rates	48 63	
81	Microscopes (Bausch & Lomb) ...	61 88	
100	Deposit Fees returned to students	298 00	
105	New Diploma Fee Refunded to F. D. Keeley	2 00	
107	Divisional Committee, Expenses A. J. Johnston, District 13	25 00	

TO THE CANADIAN DRUGGIST

Wishing you a

PROSPEROUS AND HAPPY NEW YEAR

and our hearty thanks for your appreciation
of our efforts to furnish you

RELIABLE GOODS AT A FAIR PRICE

In looking over stock don't forget our Empress line, with the

REAL FLOWER IN THE BOTTLE.

Then we have Toilet Waters, Sachet Powder and the best face powder on the market. Call and see us when in Toronto.

The AMERICAN FLORAL PERFUME COMPANY, Limited

88 Wellington Street West, TORONTO, CANADA.

START THE NEW YEAR

IN THE RIGHT WAY

By sending us your orders for Silk and Cotton Elastic Hosiery, Abdominal Supporters and Riding Belts. We carry in stock all the modern style Trusses, all sizes. Remember, our "Jason's Infant Truss" is the best on the market, no exception

WEAK ANKLE SUPPORTS

For the athletes, skaters, young and old, made of leather, built especially for the purpose. This is something new. Try a sample lot.

J. STEVENS & SONS CO.
LIMITED
145 Wellington Street West, TORONTO.

GOMBAULT'S CAUSTIC BALSAM

Always gives satisfaction to the Consumer and pays the Retail Druggist a good profit

None genuine without the signature of
The Lawrence Williams Co.
Sole Proprietors & Distributors for the U.S. & CANADA. CLEVELAND, O.

THE GREATEST VETERINARY REMEDY OF THE AGE

Also an absolutely safe Liniment for External Use on the Human Body

At Wholesale Dealers, $12.00 doz. Retails at $1.50 per Bottle

THE LAWRENCE WILLIAMS CO.
TORONTO, ONT. - CLEVELAND, O.

DURING the past few years we have secured many increased contracts from our old subscribers, who are using larger numbers of reports and books. Can you imagine a stronger argument for the quality of our service and for your need of it?

R. G. DUN & CO.

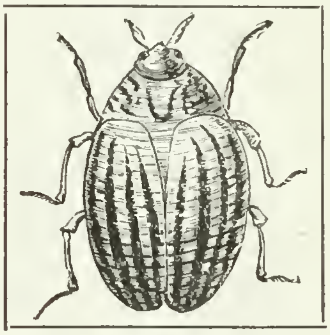
A La Mort!!

The Strongest
And The Best

PARIS GREEN

is made by the Canada Paint Company.

It is unquestionably the most economical Bug Destroyer known.



It KILLS the Colorado Beetle commonly known as the Potato Bug, with certainty and despatch.

Be sure that each label bears the name of the manufacturers

THE
CANADA PAINT
Company
LIMITED
Montreal - Toronto - Winnipeg
CANADA.

126	Office Specialty Co., office cabinet	40 00
126	Adams Furniture Co., Stools... ...	18 00
126	J. W. Oram, Fume System	275 91
		$ 333 91
205	Entrance Fees returned to Miss Nasmyth	2 00
244	Poison Books, 300 new............	90 00
289	License Fees returned to Carter & Wright...	4 00
374	Canadian Formularies, returned by G. A. Evans......	3 25
366	Supplies :—Pharmacy	145 43
	Chemistry......	295 21
	Botany	17 80
	Materia Medica	1 00
	Microscopy	2 75
		$ 462 19
		$7,374 42
4	Cash, Balance...... ....$	12 19
44	On deposit in Bank of Commerce (General Account)	2,182 94
65	Deposited in Bank of Commerce (Savings Account)...	117 94
		$2,313 07
		$9,687 49

Audited and found correct :
J. H. Mackenzie.
James Watt, W. B. Graham,
Auditors. Registrar-Treasurer.

AUDITORS' REPORT.

Gentlemen,—We beg to report that we have examined the books and vouchers of the Registrar-Treasurer and found them correct.

STATEMENT OF ASSETS AND LIABILITIES OF THE ONTARIO COLLEGE OF PHARMACY

ASSETS

To November 27th, 1909.

College Bdg. (2 per cent deducted	$33,614 00
College Lot......	5,000 00
McGill St. Property (2 per cent. deducted)...........	5,762 40
Furniture (2½ per cent. deducted) ...	4,194 91
Apparatus	8,691 35
Supplies. (Chemicals, etc.)	1,022 05
License Fees outstanding (estimated)	2 00
Canadian Formulary, on hand 43...	5 59
Liquor Sales Registers	159 53
Poison Sales Registers	86 40
Rentals (McGill Street)	10 50
Accounts Outstanding	98 16
Bank Int., Gen. Acct. (estimated)...	19 80
Bank Int., Sav. Acct. (estimated) ...	124 71
Cash Balance	12 19
Bank Balance (General Account) ...	2,182 91
Bank Balance (Savings Account) ...	8,311 72
	$69,301 25

LIABILITIES

Salaries...... ....$	688 65
Lecture Fees to Refund	60 00
Deposit Fees to refund (estimated)...	140 00
Outstanding Accounts	58 91
Balance	68,353 69
	$69,301 25

Audited and found correct :
J. H. Mackenzie,
James Watt, W. B. Graham,
Auditors. Registrar-Treasurer.

The council re-assembled on Friday morning, at 9 o'clock.

Chairman Jury of the Research committee presented the report of that committee which said :

Since the last meeting of the Council we are pleased to say that where local druggists have given the matter any attention considerable progress has been made in introducing the Canadian Formulary to the medical profession, and it is a matter of satisfaction to find that wherever the preparations have been tried by physicians they have not only expressed their entire satisfaction regarding the merits of the formulae. but they have heartily approved of the work your committee has undertaken to accomplish. We are confident that as soon as the objects and purpose of this work become better known to the physicians and druggists of the Dominion the benefits of the plan will become so apparent that the members of both professions will give it their unqualified support.

It is with no small degree of pleasure that we report the results of our conference with a representative committee appointed by the Ontario Medical Association to consult with us as to work we have undertaken. The purposes and advantages of the Canadian Formulary were carefully explained by the members of our committee and the medical gentlemen fully concurred with all that was said as to the importance of the work. They not only promised to have the work brought to the attention of both the Ontario and Dominion Medical Association, but they went still further and offered to use their best efforts to have the Canadian Formulary used as a book of instruction by medical students in the Colleges.

Necessary corrections have been made in the last edition of the Canadian Formulary and some improvements as to the methods of manufacture, so that we feel that our next enlarged and improved edition of the work, which is soon to be issued, will be of increased value to the pharmacists of the Dominion. Estimates for the publication of the new edition are now on hand, and with your approval, the work will be pushed forward as rapidly as possible.

Your committee will greatly appreciate any correspondence from the pharmacists of the Dominion, giving new formulae of known merit, or any suggestions as to the other means of making the work of the committee of great practical merit.

Two sets of samples have been prepared by your committee, one for the students, and the other for purposes of exhibit before conventions of physicians and druggists.

The report was adopted.

Chairman Alex. Stewart presented report No. 2 of the Education committee.

The committee recommended that action touching correspondence instruction be deferred pending further information.

That the report of delegates to the Banff meeting of the C. P. A. be printed in the minutes.

That the half-yearly report of the Dean be approved.

The report of Dean Heebner was received and approved. It stated that 84 students, including two members of the fair sex, were recorded for attendance on the junior term. Two dropped out through illness.

The report recommended that the thirty-first session begin on Sept. 7, 1910, and continue until April 29, 1911 ; the junior term to terminate on Dec. 17, 1910 ; the senior term to commence on Jan. 3, 1911.

Chairman Roberts presented report No. 4 of the committee on By-laws and Legislation, which was adopted as follows :

That the request of Fred Davey, of Beamsville, for registration as an apprentice from Jan. 1906, be referred to the registrar with power to act.

That James O. Gill, Ingersoll, be registered, dating Sept. 21, 1908.

That the attention of druggists be directed to the Dominion enactment covering the importation and sale of opium.

Re the protest of E. R. Wigle, re. the registration of S. C. Cooper, Lion's Head, we recommend that S. C. Cooper be required to furnish further affidavits of a satisfactory character, covering apprenticeship time served from Jan. 18, 1906, to April 25 of the same year, and that on the production of these, his registration dating Jan. 18, 1906, be accepted.—Carried.

On the recommendation of the Finance committee, a grant of $25 was made to Dean Heebner for the purchase of demonstrating appliances.

The application of W. W. Stephens, Meaford, for a refund of $64 was ordered left in the hands of the president and other officers of the council.

The payment of the expenses of the delegates Pharmaceutical Association convention at Banff, amounting to $150 each, was duly authorized.

The council adjourned to re-assemble on the first Monday in June at the call of the President.

WILLIAM MARTIN SEARBY

The following resolution was passed by the American Conference of Pharmaceutical Faculties at a recent meeting :

Whereas, our earnest and zealous president, Professor William M. Searby, has, in the providence of God, been taken from our midst and we greatly deplore his decease.

Resolved, that the American Conference of Pharmaceutical Faculties has lost one of its most valued members, whose able voice was always raised and whose industrious pen was always ready to advance the interests of professional pharmacy.

Resolved, that this conference place upon record its deep sense of the loss which has fallen upon us and that our heartfelt sympathy be extended to Professor Searby's family.

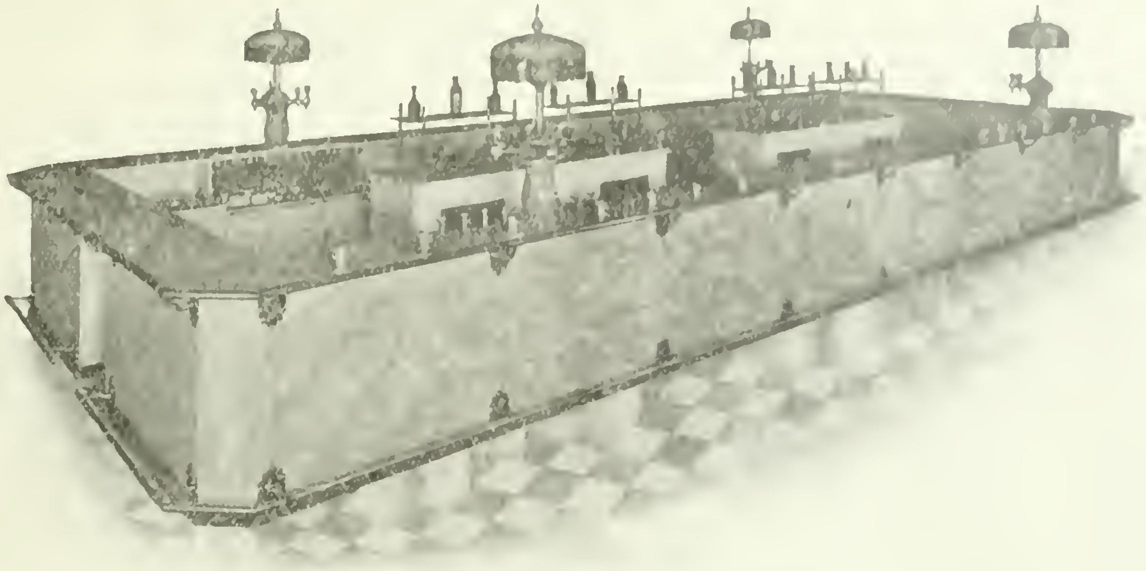
Joseph P. Remington,
Oscar Oldberg,
Henry M. Whelpley, Chairman.

VALUES IT HIGHLY

James S. Dyer, Belleville, Ont., writes us as follows in reference to "The Practical Show Card Instructor" advertised in this Journal : "I value it highly and compared with other books I feel that it is much more valuable than the price you ask for it."

Rules that are good enough for your employes to follow ought to be good enough for you. You will find, too, that they will live up to the rules better if you live up to them yourself.

In writing ads or in talking to customers, avoid technical terms that they cannot understand perfectly. Make your meaning plain on all points, plain not only to yourself, but to your customer, too.



THE ABOVE ILLUSTRATION IS FROM AN ACTUAL PHOTOGRAPH

OF THE

Largest Soda Water Fountain

IN OPERATION IN CANADA

We manufactured and installed this handsome apparatus for The Robert Simpson Co., Limited, (Departmental store) Toronto. This fountain was installed about a year ago and has been in operation constantly since that time, to the entire satisfaction of the department with which it is identified. The construction and general appearance of this Soda Fountain has been the subject of much favorable comment.

When you Visit TORONTO see SIMPSON'S FOUNTAIN

The entire fountain counter is of white Italian marble with polished brass hand and foot rails, and though severely plain is artistic in the extreme. Rising above are the four Onyx pillars from which the soda is drawn through eight handsome draught arms, each surmounted by Tiffany art glass shades fitted with incandescent lights.

The interior is finished in solid German silver throughout, and is completely equipped with four double and two single ice cream cabinets, four "Hygeia" syrup sections fitted with our specially designed syrup pumps, draining boards and iced fruit bowls, etc. In the centre of the Fountain floor space are two marble refrigerators with plate glass display shelves arranged above them.

If you contemplate putting in a Soda Fountain, write us at once. Our travelers will call on you, submit designs for either large or small apparatus, and you will find our prices right.

J. J. McLAUGHLIN, LIMITED

145—155 SHERBOURNE STREET - - TORONTO.

For rubbing, bathing, liniments and
external preparations,
Physicians are prescribing and
Hospitals are using

COLUMNIAN SPIRITS

FOR SALE BY

THE STANDARD CHEMICAL CO.
Manufacturers
TORONTO AND MONTREAL

VANCO

MERCURIALS IODIDES

Best Quality and Best Prices

Mercury Bichloride
Mercury Subchloride
Mercury Oxide
Mercury Ammon. Chlor.
Mercury Iodide
Mercury Ointment H. and B. P.

Pottassium Iodide
Sodium Iodide
Ammonium Iodide
Iodine Resubl.
Iodoform

ALL MADE IN CANADA
Write for our Price List

CHEMICAL LABORATORIES LIMITED
148 Van Horne Street Toronto, Ontario

British Columbia Pharmaceutical Association Meeting

Abstract of Report in B. C. Pharmaceutical Record.

The semi-annual meeting of the council of the B. C. Pharmaceutical Association was held in Vancouver, Nov. 17th, with the following members in attendance: John Cochrane, Vice-President; E. S. Knowlton, Vancouver; R. R. Burns, Vancouver; Jos. H. Emory, Victoria, and Jas. W. Brown, Vancouver.

In the absence of the President, the chair was taken by Vice-President Cochrane. A communication was read from A. B. Campbell of the Hosmer Book and Stationery Store, agreeing to withdraw any objectionable advertsing, and to place the store on a legally qualified basis.

Communications were received from T. M. Henderson offering a gold medal for general proficiency at the Major examinations of each year, to be continued during his life time and afterwards during the life time of his son, L. G. Henderson. The thanks of the Association was tendered to Mr. Henderson for his offer.

G. P. Rogers, of Vancouver, was a successful student in the recent examinations entitling him to the general proficiency medal.

The Solicitor of the Association advised that Campbell-Burns Drug Co. as constituted was perfectly legal. A communication was also received in reference to the Poole Drug Co., of Nelson. This was referred to the solicitor with instructions to take action.

A request from Mr. Allan, of New Brunswick, for registration on the ground that he was a chartered member of that Association, was refused, as there was no reciprocity between the two provinces.

It was moved by Mr. Emory, seconded by Mr. Knowlton, that this council desires to impress upon the members the necessity of keeping the registrar cognizant of the personnel of drug stores in the province in order to keep the register up to date, and that before engaging assistance proprietors of stores strictly observe Section 13, last clause of the Pharmacy Act.—Carried.

The report of the committee on the engagement of a solicitor was adopted, appointing Mr. R. L. Reid, of the firm of Bowser, Reid & Wallbridge.

On motion the report of the committee on forms of certificates for Honorary Membership was received and adopted. On motion of Messrs. Burns & Emory the committee of the B. C. Gazette was requested to continue in office and complete their duties.

The following half-yearly report of the Registrar-treasurer was reported and adopted, as follows:

Vancouver, B.C., Nov. 17, 1909.

Receipts—	
Balance as per last audit, June 1, '09	$ 887 38
Amt. returned J. H. Emery, delegate act	27 00
Examination fees	155 00
Poison Books	3 50
Annual Fees	182 50
	$1625 38
Disbursements—	
Council Expenses	$ 92 60
Salaries......	300 00
Rebates on Registration Fees	124 00
B. C. Record account	201 00
Rent to January 1, 1910...	30 00
Delegate C.P.A. at Banff	125 00
Sundry Expenses	312 60
Balance on hand and in bank	40 18
	$1625 38
Savings Account—	
To amount as per Bank Book last audit	$3195 97
To interest accrued	42 92
	$3238 89

RE ELECTORAL DISTRICTS

Moved by R. R. Burns, seconded by E. S. Knowlton, that owing to the absence of J. L. White, Greenwood, and F. J. Mackenzie, New Westminster, the division of the Province into electoral districts be left over until such time as a full representation is present.—Carried.

J. H. Emery reported in Victoria one Chinese merchant exhibiting a sign claiming to be a "Chinese Druggist." Mr. Emery said he had seen the Chinaman and had received his promise to obliterate the word "Druggist," but he had failed to do so. The Registrar was requested to attend to the matter.

Joseph H. Emery, speaking of the observance or non-observance of the Pharmacy Act in relation to the retailing of Poisons without registration, pointed out that it seemed necessary to so amend the Act that while adequately protecting the public, strict uniform observance could be maintained. It would mean only an order in council, and would be along lines already working satisfactorily in England. He moved, seconded by E. S. Knowlton, that a committee be appointed consisting of Jno. Cochrane and the mover to formulate an amendment to Schedules A and B of The Pharmacy Act with a view to its rearrangement. Report of this committee to be submitted to the next Council meeting.—Carried.

A communication was read from Jas. H. Walford asking permission to open a drug store under a physician's registration, said physician to have an office in the building.

The request of J. H. Walford was left in the hands of the Registrar to deal with.

Accounts amounting to $68.25 were passed by motion of E. S. Knowlton and R. R. Burns.

Joseph H. Emery then presented a short verbal report of the Canadian Pharmaceutical Association at Banff.

MONTREAL COLLEGE OF PHARMACY

INCORPORATED 1879.

Sessional Examinations

The Christmas Sessional Examinations of the Montreal College of Pharmacy were held on Monday, Tuesday and Wednesday, December 20th, 21st and 22nd, with the following results the successful candidates in each class being named in order of merit namely:—

Botany:—L. C. Hilborn, N. F. Jensen, and M. Freeman.

Junior Materia Medica:—Jules Couillard, Damien Pare and M. Freedman.

Senior Materia Medica:—Victor Richmond, A. H. Jassby and T. G. Fletcher.

Junior Chemistry:—T. G. Fletcher, W. M. Barnes, W. J. Casey, E. K. Belemis, A. Ellison and L. G. Hilborn.

Senior Chemistry:—L. J. E. Leduc, Georgianae, St. Georges, Yoland Gauthier, J. Willfrid Leroux, M. Freeman and M. Freedman.

The points obtained at the examination will be added to those obtained at the coming March examination and the candidates receiving 100 points or over in the combined examination will have passed their sessional examination for 1909-10.

Of course it is desirable that your advertising shall attract attention, but its main object is to sell the goods. Don't spend all your effort in thinking up bold headings.

MUTTERTROPEN

Mr. Otto Raubenheimer, of New York City, in a communication to The Druggists Circular, says that when "Muttertropfen" (Motherdrops) is asked for he always dispenses tincture of cinnamon. He also gives the following synanyms:

Alte (old) and neue (new) muttertropfen; aqueous tincture of rhubarb.
Braune (brown) muttertropfen; tincture of valerian; tincture of castor.
Gelbe (yellow) muttertropfen; ethereal tincture of valerian.
Rothe (red) muttertropfen; tincture of cinnamon; aromatic tincture; carminative tincture (as given in the Circular for last month; Wedell's drops).
Saure (sour) muttertropfen; sulphuric acid mixture.
Schwarze (black) muttertropfen; compound tincture of aloes.
Weisse (white) muttertropfen; spirit of ether; compound spirit of melissa.

A NEW FORM OF SUPPOSITORY

A patent has been granted in Germany for an improvement in the manufacture of suppositories. The following is the process: A conical suppository is made of gelatine and glycerine, and covered with a thick coating of cacao butter or other fat fusible at the temperature of the body. When the suppository is introduced into the body the fatty coating is melted, whereupon the core containing the active ingredient is brought into contact with the moisture of the body, in which it dissolves. These suppositories are said to be very firm, do not break readily and can be kept for a long time without deteriorating.

Keep close watch of local financial conditions. Know what the crop and wage prospects are and when you see a dull time coming, plan more aggressive advertising for that time.

The cheapest way to get advertising matter into the homes of your customers is by inserting it into their parcels. Keep a plentiful supply of parcel advertising always ready and see that it is used.

When someone is underselling you, whether a competitor or a mail order house, don't stand around and complain about it. Get busy and meet the competition, or show the people where your goods are better.

IF YOU ARE NOT USING

PURE "ALLEN'S" ENGLISH

ESSENTIAL OILS

WRITE AT ONCE TO

CORNELL & SILLIG

AGENTS

61 ST. SULPICE STREET, MONTREAL.

SANDAL WOOD OIL "Allen's"	Distilled from selected EAST INDIAN logs. Specific gravity 0.975 to 0.980. Soluble in even less than six volumes of 70 per cent. alcohol, optical rotation —16 to —20. Contains 94 per cent. santalol. Odour is that of fresh sawn sandal wood.
CLOVE OIL "Allen's"	Drawn from finest Zanzibar cloves. Pale oil and very aromatic. Gives the best results in perfumery.

STAFFORD ALLEN & SONS, LIMITED

ESTABLISHED 1833

LONDON : : : : : ENGLAND.

Illustrated Post Cards

Brown, Black and Colored
Birthday, Comic, Etc.

Please send five dollars for the newest and finest German novelties at wholesale rates.

Established 1895

VERLAG ANT. GERSTENKORN
HAMBURG

A Satisfied Customer
Means a Sale Half Made.

We try to satisfy the most exacting. Our motto is "Goods back at our expense if not as ordered or as represented," and, of course, prices just a little lower than the other fellow. Start off the year with a trial order from us. Just send us the order —we will do the rest.

E. G. WEST & CO., Wholesale Druggists and Patent Medicine Dealers
176 KING STREET EAST.
LABORATORY 158 LUKE STREET, TORONTO.

THE "OLD RELIABLE"
PLANTEN'S
C & C
OR
BLACK
CAPSULES
POPULAR SINCE 1836

The formula of our late Mr. H. Planten.

H. PLANTEN & SON
93 HENRY ST. Established 1836 BROOKLYN, N.Y.
"The Pioneer American Capsule House."

SAL HEPATICA

REVISED PRICES FOR CANADA

Small	size,	per doz..	$2.85
Medium	"	"	6.80
Large	"	"	14.50

$20.00 lots less 5 p.c. trade discount
50.00 lots less 10 p.c. trade discount
Terms, 5 p.c. 30 days

BRISTOL-MYERS CO.
277-279 GREENE AVE.
BROOKLIN - NEW YORK

CANADIAN AGENTS
LYMAN, SONS & CO., Montreal
THE LYMAN BROS. & CO., Ltd., Toronto

THE EUREKA OINTMENT POT

REDUCTION IN PRICE

Is now well known and is one of the most popular jars on the market. We formerly made it only in Flint, Amber and Emerald Green. We now furnish it in Opal as well, in the dispensing sizes, ½ oz to 4 oz. sizes.

EUREKA OINTMENT POT LIST

Size	Per Gross	Original Package
¼ Oz.	$ 5 35	5 Gross
½ "	6 25	5 "
1 "	7 50	3 "
2 "	9 90	3 "
3 "	12 75	2 "
4 "	15 00	2 "
6 "	20 00	1 "
8 "	27 00	1 "
16 "	39 50	1 "

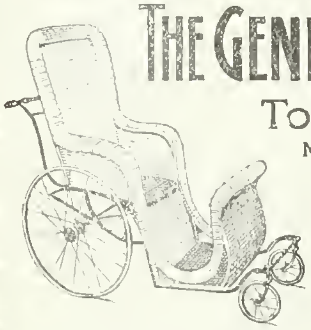
FOR SALE BY JOBBERS

DISCOUNT TO THE TRADE 60 PER CENT.

T. C. WHEATON CO. **MILLVILLE, N.J., U.S.A.**

EXPERT BOTTLE BLOWERS

THE GENDRON MFG., CO LTD



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MAKERS OF ALL KINDS

INVALID, ROLLING, RECLINING & CARRYING · CHAIRS

Made in Canada

OUR CATALOGUE
GRADE C
SHOWS THE ENTIRE LINE

THIS ☞ TRADE MARK IS YOUR GUARANTEE

TORONTO
Gendron
CANADA
TRADE MARK REG.

GOLD MEDAL, ST. LOUIS, 1904

Grand Prize, International Exhibition, London, 1909

THOMAS TYRER & COMPANY, Limited

STRATFORD, LONDON, ENGLAND

EXCELLENCE — **"Sterling" BRAND** — RELIABILITY

SECOND TO NONE

PHARMACEUTICAL **Chemicals** INDUSTRIA

MERCURIALS HYPOPHOSPHITES
SCALE PREPARATIONS BISMUTH SALTS ETHERS
PHOSPHORIC ACID
ESSENCES SICCATIVES ACIDS COLLODIONS

The Largest Import House in Holland in Patent Specialties

Firma, van Dijk van Laethem

DEN HAAG LEIDEN AMSTERDAM

Head Office: Den Haag, Holland.

A B C Code, 4th Edition used

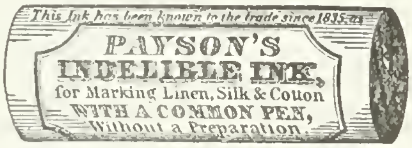
Willing to place all new Medical Specialties on the Market

PROFITABLE SIDE LINES

SEND FOR OUR 800 PAGE CATALOGUE

The OSKAMP-NOLTING Co.

411-413-415 Elm St.
CINCINNATI, OHIO


This Ink has been known to the trade since 1835 as
PAYSON'S
INDELIBLE INK,
for Marking Linen, Silk & Cotton
WITH A COMMON PEN,
Without a Preparation.

THE OLDEST - THE BEST

Received Medal and Diploma at Province of Quebec Exposition, Montreal 1897
Trade supplied by all leading Drug Houses in the Dominion

ESTABLISHED 1891

Common Sense

Vermine Exterminators

—TWO KINDS—

NO SMELL

RATS and MICE

Roaches and Bed-Bugs

IT DRIES THEM UP

Most infallible remedy known Retains its strength for years.
Sold in every Country in the World.
Sold by all Jobbers;

TORONTO, ONT. BUFFALO, N.Y. LONDON, ENG

DRUG STORE CONVENIENCES

By E. Fullerton Cook in *Am. Journal Pharmacy.*

A New Paste-pot.—The paste pot of the average drug store is the source of much annoyance; it is frequently unsightly and the paste in poor condition, and if it is to be kept otherwise it requires daily attention. The paste is usually homemade, either from flour, starch, or dextrin, with small amounts of alum, aluminum sulphate and preservatives, and there are an abundance of good formulas available. But the practical difficulty arises when the paste begins to dry on the surface, about the edges of the pot, and on the brush, and then small, hard particles get into the paste as it is spread.

The shape and style of the pot here suggested are not new. A few years ago a glass pot, similar in shape, was offered for sale by a large sundry house, but the metal top, which screwed on, was made of sheet metal, nickel plated, and in a few weeks began to rust, discoloring the paste and continually sprinkling small particles of rust on the surface, and an earlier experience with a similar pot had been that hot paste poured into the glass container, caused it to break.

This inconvenience and the inability to find on the market anything meeting the demand have brought about the devising of the pot here described which has proven entirely satisfactory, after four months of use.

A quart, pure aluminum kettle, having an aluminum lid which slipped on but fitted tightly, the lid and the body of the kettle being each drawn from one piece of sheet aluminum and very strong, was bought from a department store for seventy cents. The handle was removed and a round hole, one and one-half inches in diameter, punched in the center of the lid, after which the top was depressed towards the centre by using considerable pressure.

The pot is now complete but a brush must be provided. It was impossible to find a suitable brush which was not bound in a metal which would rust, but selecting one which would readily pass through the opening in the lid, the metal was first shellacked, then wrapped closely with twine from the bristle to the wood, and this in turn was heavily shellacked with two or more coats. A disk of rubber, about one-fourth inch thick, was now cut from a rubber cork, two inches in diameter, a small hole punched in the centre, and the brush handle passed through this. When the brush is standing in the pot the rubber disk effectually excludes air and prevents the paste from drying, and when the brush is to be used the excess of paste may be wiped off as it is withdrawn.

The advantages of this pot are as follows: (1) As long as well-made paste is in the pot it is ready for use; it will not dry; (2) the pot does not rust nor discolor the paste and acids will not attack it, although alkali will cause the metal to darken; (3) hot paste may be poured into the pot without danger of breaking or the paste may even be cooked in the kettle; (4) the brush may be freed from an excess of paste as it is withdrawn and the excess drops back into the pot.

Its convenience and satisfaction far outweigh its original cost which was as follows: pot, 70 cents; punching, 10 cents; brush, 15 cents; shellac, 5 cents; rubber cork, 25 cents; total, $1.25.

A Container for Purified Cotton.—The necessity for having purified cotton available in the laboratory and yet protected from dust has developed the apparatus here described.

A box was made, from wood, of a size suitable to hold a pound roll of purified cotton. The lid was hinged and slots cut in each end so that a stove-bolt which was to serve as the axis of the cotton roll could be slipped into place.

It was found necessary to devise means of preventing the cotton from unrolling by its own weight or when a bunch was pulled from it, and the first step was therefore to fasten the end of the roll of cotton to the bolt. This was accomplished by fastening a long, thin piece of steel at one end of the bolt, slipping the cotton under this, and then clamping it at the other end by means of a ring which slips over it. The cotton is then rolled tightly on the bolt, from the original roll, taking care to avoid exposure or soiling, and is now slipped into the box. Here, however, a ratchet device has been arranged which prevents the cotton from unrolling unless a button on the outside is pressed.

It is believed that such an appliance, if obtainable, would be a valuable addition to the equipment of any prescription department, and it can be readily made by any one with slight mechanical ability.

This is an opportunity to also call your attention to a line of white enamelled ware, sold in the house-goods departments of many stores, which may be applied with great advantage to many drug store laboratory operations. We have used them for water-baths for several years. The plates admirably adapt themselves to covers for funnels and percolators. The bowls of many sizes are inexpensive and strong and clean, and may be used in innumerable ways: in making ointments; in moistening drugs for percolation, and, in fact, for almost every purpose for which a porcelain dish is required.

JAPANESE PRECEPTS ON BUSINESS

(Translated by K. Sano and Sehiji Nishiyama.)

Luck hovers around the house of smiles.

There is no mercantile success without fine diplomacy.

The hard business machine works quicker when greased with the oil of humane and kindly consideration.

The best way to conduct a business is to follow the example of the traveler who, with a heavy burden upon his shoulders on a long journey, neither hurries nor stops but slowly moves forward.

Sacrifice little losses to enjoy great gains.

When asked for the chisel, give the hammer also.

A good speech is a short one, so is a letter.

Of all enemies, your own negligence is the very worst.

Wealth and happiness are the productions of effort.

To get a large return from men, overlook small faults in them.

One's business ability can be measured by one's borrowing capacity.

No risk, no prize ; he who dare not go to the tiger's den, cannot get a cub.

The sample, the advertisement and the sign over the store should tell the truth perfectly.

Make your rules and regulations simple and let your system stay unchanged, for it will inspire confidence.

When men borrow money they smile like Buddha ; when men return money, their attitude is painfully evil.

First choose the right time, next the right place and then unite your forces in harmonious operation.—Merchant and Manufacturer.

SOLIDIFIED ALCOHOL

In reply to one of our readers we reproduce from an early issue of the Canadian Druggist the process of making the so-called solidified alcohol.

Under the name "Alcohol Solidifie," there has recently come into trade in France a most convenient substitute for alcohol and the alcohol lamp, for all purposes for which these are used around the house—as making a pot of coffee or tea, heating up food, etc. It can also be used in the shop and laboratory. The process for preparing the substance is not patented, as far as we can learn, and is as follows : Into a flask of 8 ounces capacity, pour 3 ounces of alcohol (wood spirit will answer), and warm in the water-bath to about 140-145 degrees F. When it has reached this temperature add about an ounce of rasped, well-dried castile soap, and about 30 grains of shellac. Agitate the container until the substances are dissolved. Have ready a number of little tin boxes, like those used for salve, only a little heavier, and as soon as solution has taken place, fill them with the liquid, put on the covers, and let them cool off. They are then ready for use. To use them all that is necessary is to take off the cover and touch a match to the mass. One box, containing a dram or two of alcohol, will make two cups of coffee, or to warm up a breakfast for two. The shellac is not absolutely necessary, if the material is to be used up at once, but if the preparation is made for sale it insures a long retention of the alcohol. In this latter case it would be well to paraffin the edges of the box, where the lid joins it. Under this precaution the contents will keep for years. After the alcohol has burned out the soap that is left in the box, will serve to wash the hands of the cook.

"TABLOID" OZOBROME PIGMENTING COMPOUND

As the introduction of the Ozobrome process may be said to have introduced carbon printing to photographers who are compelled to do their printing by artificial light, so the issue of the patented 'Ozobrome' Pigmenting formula as a "Tabloid" preparation may claim to introduce the process to those thousands of workers who know by experience how reliable and how certain in action are the photographic chemicals which are sold under the trade mark "Tabloid."

The formula is of course the property of the Ozobrome Company whilst the word "Tabloid" indicates that the products are manufactured by Burroughs, Wellcome & Co.

Thus we have the inventor of a clever and interesting process co-operating with chemists who are past masters in presenting formulae to the photographer in the simplest and most reliable form for use.

This co-operation cannot fail to be beneficial to all concerned—inventor, manufacturer and photographer.

The pigmenting solution for Ozobrome prints is made by simply dissolving one "Tabloid" product in an ounce of water and proceeding as described in the Ozobrome instructions.

It is also interesting to note that these "Tabloid" products can be used for preparing the bleaching bath for the now popular Bromoil process, a simplified method for which is described in the pamphlet entitled "Oil Ozobrome," issued by the Ozobrome Company. Many who have experimented with the various formulae recommended by experimenters in the Bromoil process will be delighted at being able to obtain a re-

100,000 CASH BUYING AGENTS WANTED FOR THE WORLD'S CURATIVE MEDICINE

St. Patrick's

BLACK TONIC BITTERS

TRADE MARK: REGISTERED NO. 79953.

In bottles, 1/1½, 2/6 and 4/6 each. Per dozen, 10/-, 20/- and 40/. Gross, 108/, 216/- and 432/.

The World's Miraculous Curative Liniment

St. Patrick's Oil

Cures Rheumatism, Sciatica, Lumbago instantly. Acts like magic. The greatest remedy known.

In 1/1½ bottles, stamped, 10/- per doz , 108/- per gross

HAIR RESTORER

(Oriental Rose Cream, the Great Eastern Remedy and Asian Mystery), in 6d., 1/- and 2/- bottles; 4/-, 8/- and 16/- per doz.; per gross, 48/, 90/- and 182/.

ORDERS

TERMS: United Kingdom, cash with order is carriage paid. Export, remittance with order is delivered free to any ship, United Kingdom port. A display window show-card is enclosed with each order by the Sole Proprietors and Manufacturers.

McCLUSKEY'S MEDICINE CO.

Park Road, Liverpool

LOOK!

Below is a copy of the advt. appearing in the leading newspapers in the U.S and Canada. TO BRING YOU CUSTOMERS, TAKE ADVANTAGE OF IT and display the goods

FOR Colds In Head and Catarrh USE

25c at all Druggists, or sent prepaid by C. H. Keith, Mfr., Cleveland, Ohio

Our Display Carton on your show case will sell it quickly. Price $2.10 per dozen, less 5 per cent.

Order of your jobber **NOW!!**

Thomas Reid, Canadian Agent, 9, St. Nicholas Street, MONTREAL.

To Get The Paying Trade

Stock up With the Latest Favorite "Scotch Plaid Stationery"

◆◆◆

This splendid line comes in

NOTE—Boxed in quarter reams, Salisbury Size

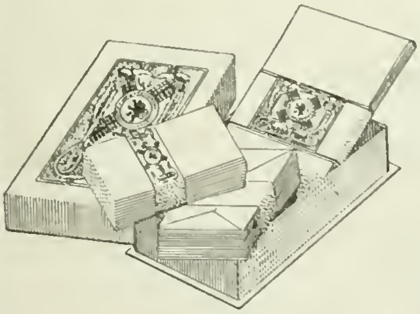
ENVELOPES—Boxed in hundreds, Salisbury size

PAPETERIE—Cabinet contains 24 sheets paper and 24 envelopes tied with ribbon

TABLETS—Three sizes, Salisbury, Large Octavo, Large Quarto

Sold at a moderate price, leaving you a long profit.

Our travellers will have samples the first of the year.



PAPETERIE BOX

OCTAVO TABLET

THE COPP CLARK CO., Limited, Toronto, Canada

The Signature of Chas. H. Fletcher. Is on Every Wrapper of

CASTORIA

Jobbers sell less than dozen at $3.00 per dozen.

Jobbers sell 3 dozen or over at $2.80 per dozen

Send for
Cards, Cartons and Counter
Wrappers.

Genuine **CASTORIA** Always

Bears the Signature of

Chas. H. Fletcher.

THE CENTAUR COMPANY
77 MURRAY SRREET, NEW YORK CITY.

Chas. H. Fletcher. President.

liable formulae issued as a "Tabloid" product which simply requires dissolving in water to which a little hydrochloric acid has been added.

"Tabloid" Ozobrome Pigmenting Compound is prepared by Burroughs Welcome & Co., and sold to all photographic dealers and chemists. It is also obtainable with the papers, etc., for Ozobrome, Bromoil, etc., from the Ozobrome Co.

NEW METHOD FOR MAKING SUPPOSITORIES.

When molten cacao butter is mixed with an equal quantity of the grated substance, the mixture solidifies rapidly. G. Dorr (Sudd. Apoth. Ztg.) has made use of the fact in working out the following quick process for making suppositories: One-half of the quantity of cacao butter to be used is melted in a water bath, while the other half, previously grated, is mixed with the medicament, which is to form the active ingredient of the suppositories. The latter portion is then poured into the melted butter, and the mixture well stirred. The resulting magma is at once poured into the moulds, where complete solidification sets in within three to four minutes. In order to facilitate the removal of the suppositories the mould is brushed with a solution of soap in alcohol. Dorr claims that the suppositories are perfectly uniform, because the time required for solidification is so short that no opportunity is given the active ingredient to separate out.

The foregoing method is available only for powdered substances. When liquids are to be incorporated with the base, they are rubbed in a mortar with a little water, and are then emulsified with several grains of the cacao butter previously melted in the water bath. When emulsification is complete the remainder of the melted butter is gradually added. The successive portions of the butter must not be added until the mixture in the mortar has assumed the consistence of cold cream. When all has been added the mixture is poured into moulds and allowed to solidify.—Nat. Druggist.

CEMETERY OF OPPORTUNITIES.

Every selling force has a number of incapables who drift along on the current of the days as a water-soaked log drifts down a sluggish stream. The atmosphere about them is loaded with delay. Their work, says The Michigan Tradesman, drags interminably When a paper demanding action falls into the hands of one of these men it becomes forthwith a dead document—entombed for weeks, months or all time in a convenient pigeon hole. Such a man's desk is a cemetery ; his office is a place of stagnation more choked with dead matter than a stagnant pond. A man of this sort has no more initiative than a load of sand. He attends from day to day to the casual details—or some of them—that turn up of themselves at his elbow, and force themselves upon his attention. But he has no perspective, no clearer conception of the main objects that he should accomplish. He lacks every quality of an executive. Men of this type are all the time doing things. but they never get anything done.

EXPLOSIONS OF INFLAMMABLE LIQUIDS.

It often happens at times that explosions result from filling bottles and other containers with inflammable liquids, even in the absence of flames in the vicinity. Observations recently made in a chemical works in Germany, reported in the Zeitschrift fur Gewerbhygiene, appear to throw some light upon this puzzling phenomenon While ether was being poured into an iron drum through a glass filter and glass tubes, electric sparks sprang from the glass to the iron, which were visible in dry weather and the presence of which could be proved by means of the electroscope when the atmosphere was moist. These sparks may become sufficiently intense to ignite the vapor of the ether. It is therefore advisable to employ iron funnels and tubes instead of glass apparatus when filling ether and similar liquids into metallic containers.

TWO CAPSULES MAKE A LONG JOURNEY PLEASANT.

The following is an unsolicited testimonial from Arthur Mews, Deputy Colonial Secretary, St. John's, Newfoundland :

Dear Sir :—I was travelling with Mr. Marion Lawrence, General Secretary International Sunday School Association, from Newfoundland to Canada, and being very much subject to seasickness (in fact to train sickness also), Mr. Lawrence gave me a couple of Mothersill's Seasick Capsules. I experienced no discomfort from the journey, and returning about the middle of this month, although there was sufficient swell and motion to induce seasickness, I was all right, and in the morning could get up and dress while the ship was still at sea, having no giddiness in my head at all and no bad aftereffects. ARTHUR MEWS.

On board the S. S. Philadelphia, Dec. 17, 1907.

Mothersill's Seasick Remedy is the greatest cure for seasickness in the world.

(The well-known actor) GEO. M. COHAN.

- Formulary -

Chilblain Remedies.

1.—Balsam Peru	2 dr.
Ichthyol	2 dr.
Lanum	4 dr.

Apply freely to inflamed part.

2.—Tannic Acid	1 dr.
Carbolic Acid	1 dr.
Tinct. Iodine	2 dr.
Simple Cerate	4 dr.

Apply freely, on lint.

3.—Carbolic Acid	15 grn.
Lead Ointment	5 dr.
Lanum	5 dr.
Expressed Oil Almond	150 min.
Oil Lavender	2 drops

Apply three times a day on ulcerated chilblains.

Chilblain Tablet.

Oil Cajuput	2 parts
Resin	2 parts
Camphor	2 parts
Elemi	2 parts
White Wax	5 parts
Benzoinated Lard	6 parts
Expressed Oil Almond	6 parts

Add the resin to the cajuput oil, and heat gently until dissolved. Melt the wax and lard in the almond oil, add the elemi and the cajuput solution, strain, and finally add the camphor. If too soft, increase the proportion of resin and wax.—Merk's Report.

Sealing Wax.

The number of formulae for sealing waxes is legion, the products varying greatly in composition, color and cost. We give a few formulae of various kinds, taken from the National Druggist.

The simplest and cheapest forms are the following:.

Resin, common	50 parts
Beeswax, yellow	50 parts

Melt together and add, for red, English red, sufficient; for black, add lampblack; for light blue, add ultramarine; for dark blue, Prussian blue, etc.

Emulsio Olei Morrhuae cum Ferro, B.P.C.—Emulsion of Cod-liver Oil with Iron.

Iron and Ammonium Citrate	87½ grains
Distilled Water	192 minims
Emulsion of Cod-liverOil	to 20 fl. ounces

Dissolve the iron and ammonium citrate in the distilled water and add the solution, with vigorous stirring, to the emulsion of cod-liver oil.

Dose.—8 to 30 mils (or 2 to 8 fluid drachms).

Emulsio Olei Morrhuae Pancreatica, B.P.C.—Pancreatic Emulsion of Cod-liver Oil.

Synonyms.—Cod-liver Oil with Pancreatin; Peptonised Emulsion of Cod-liver Oil.

Glycerin of Pancreatin	320 minims
Stronger Glycerin of Pepsin	320 minims
Cod-liver Oil	10 fl. ounces
Gluside	3 grains
Solution of Potassium Hydroxide	120 minims
Tragacanth, in powder	½ ounce
Acacia, in powder	2 ounces
Oil of Cassia	10 minims
Oil of Bitter Almond	10 minims
Distilled Water	to 20 fl. ounces

Mix the gums and oil in a dry mortar and add gradually a mixture prepared by dissolving the gluside in the solution of potassium hydroxide, then make up to 40 (or 8 fl. ounces) with distilled water, and mix the solution with the glycerins of pancreatin and pepsin; stir continuously until emulsification is complete, and gradually incorporate sufficient distilled water to produce the required volume. The product will contain 50 per cent. of cod-liver oil.

Dose.—8 to 30 mils (or 2 to 8 fluid drachms).

Emulsio Olei Morrhuae Pancreatica Composita, B.P.C.—Compound Pancreatic Emulsion of Cod-liver Oil.

Synonyms.—Emulsio Olei Morrhuae Pancreatica cum Extracto Malti; Pancreatic Emulsion of Cod-liver Oil with Malt Extract; Cod-liver Oil with Pancreatin and Malt.

Glycerin of Pancreatin	2 fl. ounces
Cod-liver Oil	10 fl. ounces
Acacia, in powder	240 grains
Tragacanth, in powder	30 grains
Extract of Malt	to 20 fl. ounces
Saccharated Solution of Lime	240 minims

Mix the saccharated solution of lime with the cod-liver oil; then mix the gums with the glycerin of pancreatin and 10 by weight (or 2 ounces) of the extract of malt in a warm mortar, gradually incorporate an equal quantity of the cod-liver oil mixture, and add the remainder of the extract of malt and of the cod-liver oil mixture in small portions, alternately, until the required volume is produced. The product will contain 50 per cent. of cod-liver oil.

Dose.—8 to 30 mils (or 2 to 8 fluid drachms).

Egg Emulsion of Cod-liver Oil.

Cod-liver oil	30 fl. oz.
Egg Yolks	5
Powd. Tragacanth	I dr.
Sol. Saccharin, N. F.	3 dr.
California Brandy	4 fl. dr.
Ol. Lemon	I fl. dr.
Dist. Water	to make 60 fl. oz.

Triturate together the tragacanth with egg yolks in a dry mortar until intimately mixed; next add the oil and about one-half of the required water in alternate portions, stirring vigorously until the nucleus is formed. Lastly, mix the brandy, saccharin, and lemon oil; add, and make up to required volume with water.

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1 case 15 only 2½ lb bars	$3.00	case
5 cases, in one shipment	2.85	"
10 cases, in one shipment	2.75	"
1 case 100 Large Oval Cakes... 1 case 200 Small Oval Cakes...	each $3.80	case
5 cases assorted	3.70	"

SUNDRIES FOR IMPORT.

We would call the attention of the RETAIL DRUG TRADE that our Mr. H. Rosser, Mr. W. J. Millsap and Mr. George Evans will call on all in the near future with a complete line of samples, comprising:—

Toilet Cases and Manicure Sets, Perfumery, Brushes, Combs, Mirrors, Fancy Atomizers, Etc. Etc.

Also a full line of Sundries for immediate delivery.

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All Orders Receive Our Careful Attention.

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WHOLESALE DRUGGISTS, TORONTO.

Trade Notes

Alberta.

J. H. Stiles has opened a drug store at Bassano, Alta.

D. Wallwin has opened a drug business at Barons, Alberta.

O. H. Bott, druggist at Calgary, Alberta, has sold his business.

J. F. McCallum has opened a new drug store at Edmonton, Alta.

R. R. Webb has commenced a drug business at Cokeman, Alberta.

H. B. Armstrong will open a drug store very shortly at Irma, Alberta.

Ainslee & Gouin, druggists at Wetaskiwin, Alberta, are giving up business.

The Red Cross Pharmacy is a new drug store opened at New Norway, Alta.

Dr. T. R. Ross has opened a new drug and stationery store at Bow Island, Alta.

A. M. Dowsley is commencing a drug and stationery business at Coleridge, Alta.

British Columbia.

H. Eldridge has opened a new drug store in Vancouver, B.C.

The Point Drug Store have commenced business in Vancouver, B.C.

G. M. Gillespie has purchased the drug business of John Love, Hedley, B.C.

Gilson & Hunt have purchased the drug business of T. R. Morrow, Rossland, B.C.

Dr. T. J. McPhee has purchased the drug business formerly known as the Wilson Drug Co., at Port Essington, B.C.

Mora & Green have commenced a new drug business at the corner of Bridge St. and Eighth Ave., Vancouver, B.C.

Hunt Bros. & Gibson have taken over the drug business of P. R. Morrow, of Lawson, B.C., with Mr. F. Gibson as manager.

The Royal Drug Co. is the name of a new business at the corner of Park Drive and Third Ave., Vancouver, B.C. It will commence business about Jan. 1st, with Mr. R. E. Frosst as manager.

Manitoba.

Youn & Co. have purchased the Neepawa Pharmacy at Neepawa, Man.

W. W. Starr has started a drug and stationery business at Winnipeg, Man.

L. V. Newton has taken over the drug business of B. E. Waller, Crystal City, Man.

F. W. Humphries has purchased the Pulford Drug Co., of Carman, Manitoba.

Smythe & Co. have purchased the drug business of A. W. Sutherland, Elmwood, Man.

New Brunswick.

N. B. Smith, druggist at St. John, N.B., is giving up business.

Geo. Crawford has purchased the drug business of Smith & Carson, St. Stephen, N.B.

D. S. Briggs has purchased the drug and stationery business of W. R. Rodd, Sackville, N.B.

Nova Scotia.

The drug store of A. S. McIntosh, Oxford, N.S., was destroyed by fire recently.

D. A. MacKinnon, formerly of the firm of MacDonald & MacKinnon, has opened a new drug store in Charlottetown, P.E.I.

Ontario.

W. H. Patti has opened a drug business in Ottawa.

B. C. Rogers has opened a drug business in Ottawa, Ontario.

The Slaven Drug Store, Orillia, Ontario, has been incorporated.

W. S. Carter, Smith's Falls, Ontario, has sold his drug business.

J. A. Roberts, druggist at Seaforth, Ontario, is giving up business.

E. E. Miller has opened a drug business in Owen Sound, Ontario.

A. W. Wright, druggist, of Brighton, Ontario, has moved to Picton.

C. Fairman has purchased the drug business of S. T. Stevenson, Toronto.

The Preston Drug Store at Fort Francis, Ontario, is being offered for sale.

R. J. Deverell, druggist at Hamilton, Ontario, is giving up his business.

C. O. Dinsmore, druggist at Fort William, Ontario, is giving up business.

W. N. Robertson, druggist at Dunchurch, has moved to Sellwood, Ontario.

E. J. Hassard has taken over the drug business of W. Fitzgerald, Acton, Ont.

E. P. Sanderson has opened a new drug store at Roncesvalles Avenue, Toronto.

It is reported that W. A. Howell, druggist, Hamilton, Ontario, has sold his business.

John A. Barr has opened a drug business on James Street North, Hamilton, Ontario.

The Princess Pharmacy, of Toronto, Ontario, owned by A. McLaren, has been sold.

A. H. Box has purchased the drug business of W. S. Carter, Smith's Falls, Ontario.

S. J. Mackey, druggist, of Maxville, is moving his business to Cochrane, New Ontario.

W. T. Garland succeeds Beattie & Argue in the drug business at Hintonburg, Ontario.

J. B. Hardy has purchased the drug business of Clark & McEachren, Fort William, Ontario.

The Capital Pharmacy have started a new drug business on Sparks Street, Ottawa, Ontario.

The stock of the Preston Drug Store, Fort Frances, Ontario, was sold on December 1st, 1909.

F. T. McMaster, druggist at Deseronto, Ontario, is moving to Toronto and will take up business in that city.

Joseph Hazelton, druggist, of Yonge Street, Toronto, has moved his business to Wilton Avenue, Toronto.

The American Drug Co., of Baltimore, Md., have opened a branch office for Canada at 185 King St. West, Toronto, Ontario.

The United Drug Company, of Toronto, has been incorporated to manufacture and sell drugs, chemicals, etc. The capital is $100,000.

The J. Albert Thompson Co. have removed their College Street branch to the corner of Bloor Street and Palmerston Avenue, Toronto, Ontario.

The United Drug Co., of Baltimore, Md., manufacturers of the Rexall Remedies, have opened a Canadian office and laboratories at Lake St., Toronto, Ontario.

Saskatchewan.

Dr. A. E. Kidd is opening a drug store at Macklin, Sask.

W. J. Howey has opened a drug store at Windthorst, Sask.

H. H. Baker has opened a drug business at Kindersely, Sask.

R. B. Patterson, druggist, of Yellowgrass, Sask., died recently.

R. J. Berrett has opened a new drug and stationery store at Osage, Sask.

R. J. Elay has purchased the drug business of J. Fyte, at Bladworth, Sask.

K. C. Cairns has started a drug and stationery business at Lumsden, Sask.

Calvert & Forsyth have purchased the drug business of Dr. King at Guernsey, Sask.

The Watson Drug Co. have taken over the drug business of J. T. Mercer, Watson, Sask.

W. H. Gibbs has purchased the drug and stationery business of L. Mills, at Carievale, Sask.

C. H. Stewart has purchased the Nutana, Sask., branch of the Love & Campbell Drug Co., of Saskatoon, Sask.

According to the "Commercial" there is said to be a good opening for a druggist at Creelman, Sask. Enquiries can be made to the Board of Trade.

OBITUARY

EDMUND CHANDLER.

Mr. Edmund Chandler died at his home in Springfield, Ontario, Nov. 15th, in the seventieth year of his age. Mr. Chandler had been in the drug business in Springfield for thirty-five years, and was also Postmaster for nearly twenty-five years.

Before commencing in Springfield he had a drug business in Strathroy, Ontario, for some years. Deceased leaves a widow, two daughters and two sons. He was a man highly esteemed by his fellow townsmen, and his loss will be very much felt. He was a member of the Church of England and also belonged to the Masonic Order.

J. G. SHUFF.

Mr. J. G. Shuff, who was in the retail drug business in London, Ont., for thirty-five years died suddenly on Nov. 24. Deceased was fifty-eight years of age. Was born in England and came direct to London, Ont., where he established himself in the drug business and continued at it until about a year ago, when he retired from active business.

FRED J. MITCHELL.

Mr. Fred. Mitchell died in Toronto, Nov. 25th, after a few days illness, aged thirty-two years. Mr. Mitchell served his apprenticeship with the editor of the "Canadian Druggist," graduated from the Ontario College of Pharmacy and was afterwards in business for himself. For the last year or more he has been engaged in selling stock for the John A. Street Co., of Toronto. He is survived by his widow and one child.

MAHLON N. KLINE.

Mahlon N. Kline, President and General Manager of the wholesale drug firm of Smith, Kline & French Co., of Philadelphia, Pa., died suddenly November 28th, aged 65 years.

Mr. Kline was apparently in excellent health up to the time of his decease, which occurred just after entering his church preparatory to joining in a service of the Brotherhood of St. Andrew, in which organization he occupied a very prominent position and took an active interest in its work.

Mr. Kline was President of the National Wholesale Druggists' Association in 1885 and was chairman of its legislative committee for many years and up to the time of his death. He has also occupied a number of prominent positions, such as President of the Philadelphia Drug Exchange and of the Chamber of Commerce. His demise is deeply mourned by those most intimate with him and by his associates in the drug world. He leaves a wife and three children.

ONTARIO COLLEGE OF PHARMACY.

Junior Pass Lists.

The following are the results of the junior examination of the Ontario College of Pharmacy:—

First class honor list (in order of merit)—J. E. Faskin, J. A. McAuley, John Burgess, J. F. Willis, C. R. Vail, L. H. Wilson, Miss E. Esther Davis, W. G. Ionsen, H. A. Switzer, C. W. Liddle, W. G. Robertson, F. G. Pentz, Harold Howe, J. Ross Crosby, G. N. Elwin.

Second-class honor list (in order of merit)—L. Springstead, Lloyd Guest, L. R. Louks, W. L. Torrance, J. D. MacMillan, N. B. West, F. McGahie, R. Work, F. D. Fraser, C. B. Norton, Albert James, N. Brittin, O. A. Baker, W. A. Woodhouse, B. R. MacKenzie, C. A. Pengelley, G. L. Buckham, James J. Daley, Bert Aaronson, F. M. Haffey.

Pass list (alphabetically arranged)—Roy Bannatyne, J. Harry Best, L. A. Brown, M. P. Brown, H. B. Burr, J. P. Cassidy, V. E. Christilaw, R. T. S. Cook, S. C. Cooper, J. P. Cullen, E. A. Cunningham, J. P. Dunnigan, G. C. Ellinton, J. W. Fahrner, R. Fairbairn, T. H. Gray, W. A. Harkness, H. C. Hayhew, D. S. Johnston, H. H. Knapton, W. L. Linton, G. L. Mabee, J. A. MacDonald, E. J. Madill, L. L. Miller, W. H. McCaffrey, J. O. Neave, Miss M. Richardson, Arthur Smith, J. L. Standish, A. H. Stirling, Roger G. Watson, H. Whiteman, J. R. Wightman, H. O. Wilson, Percy Yeo.

Starred in the following subjects—E. J. Bowlby, pharmacy and botany; C. Horrington, botany; E A. Hiscocks, chemistry (theoretical); J. A. Drus, chemistry (theoretical); F. S. Pickering, pharmacy, Latin and botany.

Highest in Subjects.

Pharmacy—Theoretical—C. R. Vail, G. W. Liddle, R. Work. Practical—C. R. Vail, J. E. Maskin, G. N. Elwin and J. L. Standish (both equal).

Chemistry—Theoretical—John Burgess, J. E. Faskin, J. A. McAuley, F. W. Pentz, W. G. Robertson and C. R. Vail (all equal). Practical—V. E. Chris-

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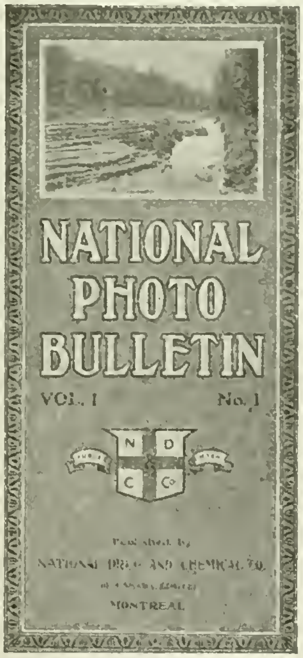

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tilaw, Miss E. Esther Davis, J. E. Faskin and J. W. Fahrner (all equal).

Latin, posology, etc.—Miss E. Esther Davis, J. A McAuley, J. Ross Crosby, John Burgess and L. H. Wilson (all equal).

Physics—John Burgess, J. E. Faskin, Harold Howe, J. A. McAuley and H. A. Switzer (all equal).

Botany—John Burgess; J. E. Faskin and C. B. Norton (both equal).

Supplemental examinations will be held for those who failed to pass in any or all subjects, commencing on Tuesday, January 4, 1910, at 9 a.m.

The opening lecture of the senior term will be held on Wednesday, January 5, 1910, at 10 a.m.

WHAT WE WANT—

We want your co-operation, your help, your communications more even than we want your subscription, although the latter is a very necessary part of the support which the journalist looks for.

WHAT TO SEND—

Some suggestions as to publication; some practical topics on your experiences in the drug business; your subscription of One Dollar.

A PROGRESSIVE FIRM.

"A firm that has rapidly come to the front is that of E. G. West & Co., wholesale druggists. Ten years ago they started on Front Street in this city with an agency for The Leeming Miles Co., of Montreal, and a staff of one warehouse man.

To-day they are recognized as one of the most up-to-date and hustling young firms in the city, with a warehouse on King street, and a staff of over twenty, and a rapidly expanding business."

THEY USED MOTHERSILL'S.

The editor of the Stratford, Ont., Herald has a short note from Rev. W. P. Byers, returning missionary to Asansol, India, who with his wife sailed from New York on the Mauretania. Writing Nov. 7 as the ship was nearing Ireland he says: "We took Mothersill's seasickness remedy and have had a pleasant voyage without the usual seasickness from which we suffer. And so we advise all bad sailors to buy and make use of it." Mr. Byers sends "Our salaams and kindest regards to all friends."

AGENTS WANTED.

The attention of our readers is called to the advertisement of Patriarche & Company in this issue.

This well known brokerage firm is advertising for agents throughout Canada and is we understand in a position at this time to offer some excellent opportunities for investments.

Patriarche & Company recently purchased the building at the corner of Scott and Wellington streets, Toronto, formerly occupied by the Ontario Bank and have refitted it in such a manner as to make it one of the finest and best equipped offices in Canada.

This firm transacts a general commission brokerage business for cash or upon margin and those desiring agencies should write early mentioning this journal.

THE PHARMACEUTICAL ASSOCIATION OF MANITOBA.

RECTE ET SUAVITER

The Following Were the Papers Submitted at the Minor Examinations, December, 1909.

Pharmacy.

Time allowed, 2½ hours. Examiner, C. W. Campbell, Phm.B.

1. Write the formula for a pint mixture, each teaspoonful to contain:

(a) 1/40 grain Strychnine using Liq. Strych.

(b) 1/60 grain Arsenic using Liq. Arsen.

(c) 10 mins. Tinct. Ferri Perchlor. using suitable vehicle.

2. Explain terms:
   Circulatory Displacement
   Meniscus
   Hygnoscopic
   Effloresence
   Exsiclation
   Saturated Solution
   Supersaturated Solution

3. Define Specific Gravity

4. The Sp. Gravity of Spts. Eth. Nit. is 0.840, of Sulphuric Acid 1.843. What weight will a bottle, capacity 1 pint, contain of each of the above?

5. What is a volatile oil?
   What is a fixed oil? Give examples of each.

6. Describe three methods of preparing emulsions of various oils, giving examples for each process.

7. Describe the following processes of manufacturing:
   (a) Percolation.
   (b) Maceration.
   (c) Dialysis.
   (d) Infusion.
   (e) Decoction.

8. Give the different strengths of Alcohol used in

manufacturing official preparations and explain the term 65 O. P.

Materia Medica.

Time, 2 hours. M. Westaway, Examiner.

1. Cannabis Indicae. Give Syn. N. O. Geo. Source.

(a) Active constituents and medicinal properties.

(b) Of what nature is the extract? and what menstruum is required in extracting and preserving it?

2. Classify: Cantharides, Senega, Mandrake, Jalap, Cinchona, Jaborandi, Lobelia, Cubebs, Colchicum, Kino, Honey, Acacia, Myrrh, Copaiba, Camphor, Antipyrin, Oil Lemon and Oil Croton.

3. Give source of the following: Tannic Acid, Lanolin, Cacao Butter, Pepsin, Menthol, Strychnine, Lupulin.

4. How might the following deteriorate? State method of storing and preserving: Camphor, Essential Oils, Emulsions, Fluid Extracts, Cod Liver Oil and Mucilage of Acacia.

5. Give an example of each of the following: Resins, Gums, Stearoptens, Animal Products, Synthetic Alkaloids, Fixed Oils, Oleo-Resins, Essential Oils, Tubers and Rhizomes.

6. Furnish Latin names for: Hops, Squill, Coca, Lard, Turpentine, Bitter Orange Peel, Honey, Oil Peppermint, White Mustard Seed.

Chemistry.

Time, 2 hours. E. Nesbitt, Examiner.

1. Classify Oxides and give an example of each.

What are Peroxides?

What compound is formed by the action of Dilute Acids on Peroxides.

What is the result when strong acids are used?

2. Define the following terms: bases, acid, salt, Haloid salt, isomorphism, allotropy.

3. Describe the chemistry of Arsenic. Outline its most important test.

In case of Arsenic poisoning, what antidote would you administer?

State how you would prepare it and explain its action.

4. Explain the laws of chemical combination.

5. (a) Outline a simple experiment which would tend to prove that "matter is indestructable."

(b) Distinguish between a "mechanical mixture" and a "chemical combination."

6. Nitrogen—Occurrence, Methods of preparation and properties.

Give the names and formulae of the five distinct chemical combinations of Oxygen and Nitrogen which are known to exist.

7. Describe the origin and use of the atomic theory.

What do you understand by the "atomic weight" and "molecular weight" of an element?

8. Complete the following equations and give names of compounds formed:

$CA\ CO_3 + 2\ HCL =$
$Mg\ CO_3 + H_2\ SO_4 =$
$Hg_2\ SO_4 + 2\ Na\ Cl =$
$Ca\ Cl_2 + Na_2\ CO_3 =$

Dispensing.

Time allowed, 2 hours. Examiner, C. W. Campbell, Phm.B.

Mrs. Rogers.

℞ Ol. Morrhuae.................... ʒiv
Ol. Menth. Pip.................... min.x
Pulv. Acacia.................... q.s.
Aquam ad.................... ℥ii
Misce et fiat emuls.
Sig.—Coch. mod. ter in die ante cibos.

Miss Henderson.

℞ Pulv. Rhei.................... grs. iii
Pulv. Gentian.................... grs. i
Ol. Menth. Pip.................... mins. ¼
Misce et fiat pilula.
Mitte tales No. xii.
Sig.—One pill twice daily.

Miss Edna McNab.

℞ Pulv. Camphor.................... grs. ½
Pulv. Creta Prep.................... grs. v
Pulv. Carbo. Lig.................... grs. i
Fiat pulv. i.
Mitte tales x
Sig.—One powder twice daily between meals.

Mr. McGlashan.

℞ Ac. Tannici.................... grs. x
Iodoformi.................... grs. v
Paraffin Alb.................... ad. ℥i
Misce et fiat unguentum
Sig.—B. I. D. applicandum in more dicto.

Prescriptions.

Time, 2 hours. M. Westaway, Examiner.

1. (a) Give dose of each ingredient in the following Prescription:

℞ Liq. Arsenicalis .... ʒ iv
Pot. Iodide .... ℥i
Tr. Cichonae .... ℥ii
Syrupi .... ℥i
M Aquae ad .... ℥vi

(b) Alter above so as to show weight and measures in the Metric System.

2. Classify into Schedule A or B the following, and state under what restrictions they may be sold: Aconite, Santonin, Carbolic Acid, Hellebore, Strychnine, Chloroform, Ergot, Cocaine, Bluestone, and Paris Green.

3. State how much opium each dose of the following will contain:

(a) ℞ Pulv. Ipecac Co. .... ʒi
P. Sacchar Lac. .... ʒi
M And div. in pulv. No. X.
(b) ℞ Tr Opii .... ℥i
Tr Cord Co. .... ℥i
Syr. Limon .... ʒ i
Aq. ad .... ℥iv
M Sig. .... ʒ

4. Give the chief symptoms of an overdose of each of the following: Strychnine, Belladonna, Morphine, Cocain, Ipecac, Camphor, Dover's Powder' and Tartar Emetic.

5. Explain the difference between Chemical and Therapeutical incompatibility and give at least two examples of each.

6. What is the chief active ingredient in each of the following: Blue Mass, Fowler's Solution, Dover's Powder, Blaud's Mass, Easton Syrup, Black Draught and Condy's Fluid.

7. Extend and translate the abbreviations or symbols: ℞, O., S.S., A.C., H.D., O.H., Pulv., O.M., ind., H.S., Coch., Cap., A.a.

8. What solvents would you employ for: Pepsin, Wax, Menthol, Camphor, Aloes, Assafetida, Iodoform, Antipyrine, Rubber, Acacia, Carbolic Acid.

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Everything is simple and easy to understand, showing how to begin, use of materials, and inexpensive methods for making an endless variety of high class show cards designed expressly for Drug Store and Soda Fountain use, and the same can be made at a fraction above the cost of common, blank cardboard.

The book contains fifty full page lettering exercises and **new show card alphabet charts** that are up-to-the-minute with practical instruction. **Over 200 show card and price ticket illustrations** are reproduced from plain rapid work to artistic designs. Many are finished with scroll and background designs in air brush effect, together with explicit instructions how to do the work in all branches in a neat and satisfactory manner.

This book will enable any Druggist or Dispenser to become an expert in show card publicity—the kind that attracts attention and increases business. The interior of every store and show window represents valuable advertising space of unlimited possibilities, and neat show cards are assistant clerks

Page size of book 5 by 9 inches, 112 pages ORDER NOW and get a copy of this new book Price $1, post-paid direct from the Publishers

Selling Agents:—THE CANADIAN DRUGGIST, Toronto, Canada.

AGENTS WANTED

We are the largest advertisers of INVESTMENTS in Canada. Our clientele extends from ocean to ocean. WE WANT REPRESENTATIVES in every city, town and village. and you can make money acting for us.

The way we do it is that we handle nothing but SOUND propositions which have been THOROUGHLY INVESTIGATED — ones that will pay your friends to invest in—ONES THAT ARE EASY TO SELL, as they indicate their worth from the facts submitted.

BY MAKING MONEY for your clients, you make friends, and BUSINESS FRIENDS PAY.

We are at present offering stock in the Canadian Central Mines. This Company own valuable silver claims in the rich Gowganda district, also three hundred and ninety acres oil and gas lands situated one hour from Detroit. The Company have eleven producing wells and dividends are assured. It is now selling at 60c. per share. It will go to $5.00 per share in a year.

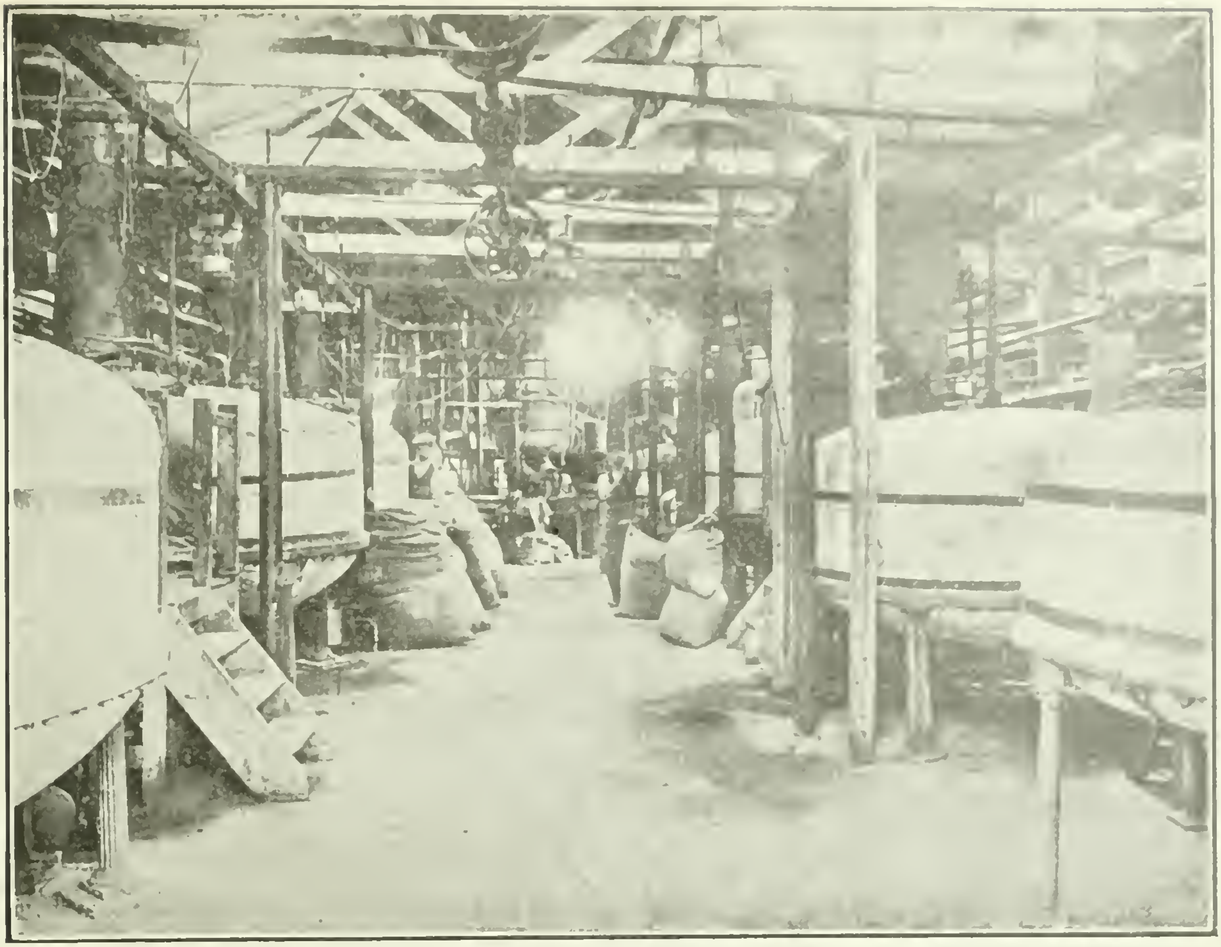
Its Board of Directors are men of the highest standing. It will pay you to invest in this yourself.

WRITE US FOR OUR TERMS AND CONDITIONS

PATRIARCHE AND COMPANY

STOCK DEALERS AND INVESTMENT BROKERS

PATRIARCHE BLOCK (OLD ONTARIO BANK BLDG.) SCOTT ST., TORONTO



A portion of Stafford Allen & Sons' Distillery for Essential Oils at Long Melford, England

ENLARGING AND IMPROVING.

Messrs. Johnson & Johnson, of Charlottetown, P. E. I., have recently made elaborate changes in their drug store at the corner of Prince and Kent street in that city, and are justly proud of their store, which is one of the finest in the city.

The length of the store has been doubled and it is now 41 feet in length and 16 feet wide, with a large plate glass window 7 by 8, and they also have a heavy plate glass bevelled mirror 4 ft. by 7 ft. in the rear of the store.

The fittings are made of solid oak, the upper portion fitted with glass doors running with ball-bearings, the upper section being curved glass, and the lower section of hinged doors. In the centre of the store will be a new century display counter fitted with glass shelves, etc. To the rear of the office, which is situated in the back part of the store, is the dispensary, admirably fitted up for the purpose and so arranged that absolute privacy is secured.

In the basement is the photographic department, which extends a distance of 30 ft., and is devoted exclusively for amateur photographic work in developing and printing.

We congratulate the Messrs. Johnson on the continued growth of their business, and on the enterprise in fitting up so elegant a store.

THE SANITOL COMPANY.

The Sanitol Co., of St. Louis, Mo., has been reorganized, and is now under new management. Some time ago a suit was entered by a number of stock holders against the president and other members of the directorate. This suit has been ended and an early decision looked for. The former board, although re-nominated, refused to have their names considered for office until the charges made against them are refuted. The new board of directors are all St. Louis business men, and should prove a strong governing body.

From statistics furnished us we learn that in 1904 the sales of Sanitol preparations when no publicity advertising was given, reached $109,000 a year, but three years later, after liberal advertising had been carried on the sales reached $970,000, an increase of almost 800%.

It is stated that the new directors will provide for a larger profit to the retail trade, and will also take steps to protect the retail prices of their preparations.

It is said that a mixture of warm solution of sodium silicate and casein, about 9 parts of the former to 1 part of the latter, gelatinizes and forms a sort of liquid court plaster.

WYETH'S

STANDARD
POWDERED EXTRACTS

Will be found entirely divested of the slightest evidence of oxidation, possessing the well-defined physical characteristics of the respective drugs from which they are derived, such as odor, taste and color, and retaining in a concentrated condition the original proximate principles of the drugs. Too much stress cannot be laid upon the importance of exercising the utmost discrimination on the part of the apothecary in the selection of Powdered Extracts; if not made by the vacuum process, they must necessarily suffer much deterioration.

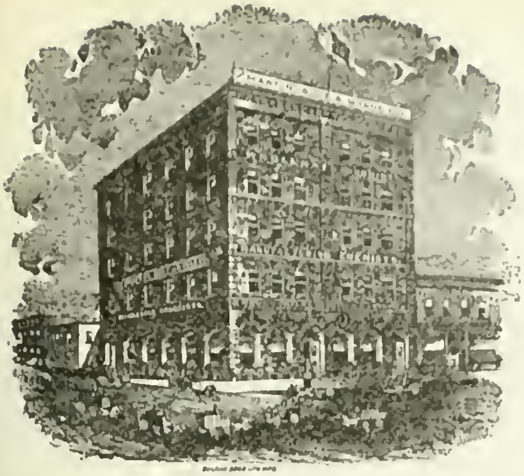
POWDERED EXTRACT
UX VOMICA, U.S
Strychnos Nux Vomica
alkaloidal standard U. S. P., viz.: 5 ... Stry
designed for making the Tinct. Nux Vomica
PROPERTIES.—Valuable as a stimulant
in delirium tremens
hypodermic injection of Curare.
WYETH & BROTHER, Inc.

JOHN WYETH & BROTHER

INCORPORATED

PHILADELPHIA, PENNSYLVANIA

LYMANS LIMITED, Canadian Factors, MONTREAL, CANADA.



THE MARTIN, BOLE & WYNNE CO.
WHOLESALE DRUGGISTS
AND IMPORTERS OF FINE DRUGGISTS' SUNDRIES
Corner of Princess and Market Streets . WINNIPEG, MANITOBA

COMING WEST?

SHOULD you desire to come to the great North-West, either to engage in the drug business for yourself, or to take a position as a clerk, we may be able to assist you.

We are constantly in touch with every section of Western Canada, and we shall be glad if we can be of service to any one desiring information, as to location, etc.

WRITE US!

DRUG REPORT.

Toronto, December 31st, 1909.

Business has been very good during the past month. Buchu Leaves, Digitalis, Lobelia, Damiana and Gum Asafoetida, are all very materially advanced in price.

Very many lines of Roger & Gallet goods have been advanced by the proprietors.

A—Advanced in Price. B—Declined.

A.	Belladonna Leaves	lb.	$ .35
A.	Belladonna Leaves, Powd	lb.	.40
A.	Buchu Leaves	lb.	.60
A.	Celery Seed	lb.	.25
A.	Digitalis Leaves	lb.	.40
A.	Digitalis Leaves, Powd	lb.	.45
A.	Gum Asafoetida	lb.	.70
A.	Leaves, Damiana	lb.	.50
A.	Oil Peppermint, American	oz.	.25
A.	Oil Peppermint, English	oz.	1.10
A.	Oil Cubebs	oz.	.35
A.	Oil Wormwood	oz.	.60
A.	Root Jalap	lb.	.75
A.	Root Jalap, Powd	lb.	.80

The high price of rubber has drawn the attention of capitalists to the profits of rubber farming. The London Times says that rubber can be produced in Ceylon at a cost of 25 cents a pound, and that British investors put $35,000,000 into the business last year, mostly in Ceylon and the Malay States. Many new plantations have been started in tropical America, and Mexico has 121,000 acres of cultivated rubber trees.

TWO NEW FORMULAE FOR DENATURING OLIVE OIL.

The Treasury Department has announced additional formulae for the denaturing of olive oil when imported as unfit for use as food. The formulae are as follows: To 100 gallons of olive oil to be denatured add any of the following substances: (H) 16 ounces of rosemary, (I) six ounces oleo resin capsicum.

BUSINESS-OPPORTUNITY NOTICES

For Sale Exchange, Help Wanted, etc., 50c. for 25 words or less, subsequent insertions 25c. Send cash with order.

BUSINESS OPENINGS

DRUG BUSINESS FOR SALE, established over thirty years in thriving village. No opposition, full prices obtained. Furnace heating. Excellent chance for party with small capital. For full particulars write C — 587 Gilmour Street, Peterborough, Ont.

Drug Business for sale, cheap, account of death of proprietor. Fine chance; good town.—F. Chandler, Springfield, Ontario.

NOTICE

Do not buy a Drug Store in Canada or U.S. till you get my list of snaps. Free. Also positions anywhere desired in U.S. or Canada. Estab. 1904.

F. V. Kniest, R. P.,
Omaha, Neb., U.S.A.

STORE TO LEASE

TO LEASE, from February 4th, 1910, a store corner Queen and Elizabeth Streets, Toronto. First class stand for any live business man. Now occupied as a Drug business and Branch Post Office. Not necessary to purchase present stock or fixtures. Apply to

W. Millichamp,
237 Poplar Plains Road.
Telephone College 5627.

THE
Canadian Druggist
MONTHLY

WILLIAM J DYAS, PUBLISHER

Subscription $1 per year in advance

Advertising rates on application.

The CANADIAN DRUGGIST is issued on the first of each month, and all matter for insertion should reach us by the 15th of the previous month.

CANADIAN DRUGGIST,
15 Toronto Street, Toronto, Canada
Telephone, Main 3203. Cable Address: SAYD, Toronto

DR. H. M. WHELPLEY HONORED.

The twenty-fifth anniversary of Dr. H. M. Whelpley in his connection with the St. Louis College of Pharmacy was celebrated recently. A portrait of himself and Mrs. Whelpley was presented to the college, and a banquet was tendered in honor of Dr. Whelpley.

No man, perhaps, is more widely known in connection with Pharmaceutical matters in the United States than the genial doctor, he having been a leading feature in all matters pertaining to pharmacy for the last quarter of a century. In him we have, as a contemporary describes, "A pharmacist, a physician, a teacher, a writer, an editor, and a lecturer." He is one of the most active members of the American Pharmaceutical Association and has spared no effort in furthering the success of that body.

The editor of the Canadian Druggist extends his best wishes to the Doctor and wishes him many years of happiness and of his continued service to the cause of pharmacy.

The following lines, written by Mr. Joseph Price Remington were given at the banquet tendered to the Doctor:

Henry Milton Whelpley.

November 17, 1909.

Who in thunder, hail or rain
Serves his fellows, might and main?
Henry Milton Whelpley.

Who runs a monthly ournal, too,
And serves up stories old and new?
Henry Milton Whelpley.

Who's thoughtful always of his friends,
And kind words to them often sends?
Henry Milton Whelpley.

Who fishes for elusive sharks,
Beyond his own renowned Ozarks?
Henry Milton Whelpley.

Who tries to grab one by the tail,
And hold him sure without avail?
Henry Milton Whelpley.

Who fills his house from time to time,
With Nature's gems from every clime?
Henry Milton Whelpley.

Who has a lovely, charming wife,
Who cheers him in his strenuous life?
Henry Milton Whelpley.

Who holds the bag of the A. Ph. A.,
And sees that that cash goes not astray?
Henry Milton Whelpley.

Who trains and loves the college boys,
With all their work and all their noise?
Henry Milton Whelpley.

Who, when all is said and done,
Merits best the crown he's won?
Henry Milton Whelpley.

—Joseph Price Remington.

SAVE THE GOODS

"The first thing for the merchant to secure is to secure the goods," said a wise old merchant to a young one who was just venturing on the seas of commerce for the first time. The young man laughed. "I should think it was hardly necessary to tell me that," replied he. "How can a man do business without the goods?" The older man looked pained. "It might seem foolish to you," said he, "but let me tell you that more business is lost because you haven't what is wanted on your shelves or in your stock than you have ever dreamed of." He was right.—The Oregon Tradesman.

The
Original
and
Only
Genuine

BEWARE
OF
IMITATIONS
SOLD
ON THE
MERITS OF

MINARD'S
LINIMENT

The Canadian Druggist.

Vol. xxii. TORONTO, CANADA, FEBRUARY, 1910 No. 2

Monthly, One Dollar per annum, Single Copies Ten Cents

EDITORIAL COMMENT

A bill has been introduced into the Canadian House of Commons by the Minister of Labor dealing with combines and the fact that it has been introduced as a government measure and having its first reading, is a pretty fair indication that it will become law, although possibly it may be subjected to some amendments. The purport of the Act is a good one and we are sure we will receive the hearty endorsation, not only of retail dealers, but also of the public generally.

The principal provisions of the bill may be summarized as follows:

Six or more persons may apply to a judge of the High Court for an order of enquiry into an alleged combine.

An order may be granted when the judge has assured himself that a prima facie case has been made out.

On the issuance of the order, the Minister of the department will call on both sides to appoint a representative on a Board of Enquiry and these two shall appoint a chairman, who must be a judge of the court.

The board shall have all the powers of a court of record.

The report of the board is to be published in the Official Gazette and supplied to the press.

The existing statute permitting a reduction of the tariff on articles with regard to which the complaint is substantiated will be enforced.

The patent of any owner or holder so using his exclusive rights to unduly limit the manufacture or supply may be revoked.

Any person persisting in the undue enhancement of prices is liable to a penalty not exceeding $1,000 a day for each day after the expiration of ten days from the time of the publication of the board's report.

. . . .

Recent convictions of parties connected with the drug trade indicate strongly the necessity of some legislation being provided which will permit the pharmaceutical governing bodies in the various provinces to discipline in some way the offenders within the ranks of pharmacy, by cancelling their certificates as far as Canada is concerned, or at least in some way preventing them from being able to repeat the offence, as long as they are connected with pharmacy.

The conviction of one person whose name, unfortunately, is connected with the drug trade, although not himself an actual licentiate, as a result of a serious charge, and also of other who appear to have no scruples about transgressing the law, in reference to the sale of cocaine and other habit forming drugs, together with those who make a practice of selling liquor, contrary to the Act, all reflect discredit on the pharmaceutical profession, and there should be some means by which such acts would be punishable by taking from them the right to further use the name of chemist or druggist.

The pharmaceutical profession as a whole, in Canada, are second to no other body in respect to their professional standing, and the confidence which they enjoy in the esteem of their fellow citizens, and it is to be regretted that the innocent should suffer for the guilty in having any aspersions placed upon the craft as a body.

. . . .

Many druggists argue that a wise plan to adopt is to discredit, as far as possible, the sale of patent medicines, going so far as to say that if a certain advertised article was asked for, the salesman should recommend and endeavor to make a sale of some article of the proprietor's own make to take its place.

For ourselves, we do not agree with this course, that is, we believe it goes too far. For it must be taken into consideration that the customer's confidence should be gained before anything else, and it is a question whether the doubt would not arise in that customer's mind as to whether the recommendation was not a matter of self-interest and probably greater profit, rather than the welfare of the customer or the person for whom the medicine was intended.

Loss of confidence in the druggist himself will also invariably mean loss of trade, and we believe that the druggist's own specialty can be put before the public without, in any way, depreciating other preparations, thus leaving it to the customers themselves to see which of the two they prefer.

As will be seen elsewhere in this issue a circular letter has been issued from the Department of Inland Revenue at Ottawa, calling the attention of "manufacturers and importers of proprietary or patent medicines" to the fact that the next fiscal year begins April 1st, 1910, and it is necessary that registration should be made before that date, together with remittance of the necessary fee of $1.00.

This is a matter which should receive prompt attention of all the manufacturers, etc., in order that they may receive the same registered number as formerly. Those of our readers who are interested will do well to bear this in mind, and act promptly.

. . . .

We learn from the American Druggist that the United States Attorney General, in reply to a request of the Society of the N. Y. branch of the American Pharmaceutical Association, gave as his opinion that in filling a prescription in which cocaine was an ingredient, it would be the duty of the pharmacist to decline to compound it unless the signature appended to the prescription was known by the dispenser to be that of a registered physician. "According to this opinion, no druggist would be warranted in putting up any prescription in which cocaine in any form was a constituent without being absolutely sure that the document was written by a duly registered physician."

DRUG STORE WINDOWS.

It is as true as an axiom in Euclid that the control of the window space of any drug store is vested in the man who owns the business. It is, therefore, "up to him" to see that nothing goes into it except a paying proposition, to draw the passer-by with magnetic force to look at the attractions there displayed.

In most cases, the space represented by the window is valuable, much more so than some of the space in Cobalt or even in Porcupine, and is a much better prospect.

In the other cases the window space is not of much use, and beyond keeping it clean and presentable and free from flies, the owner would do just as well to leave it alone; but these cases are not numerous, in the majority of cases the contrary is distinctly evident.

Therefore, it is admitted that the druggist has an asset of value in window space, which should not be used for anything but his own personal profit. It is evident, also, that all attempts to obtain the use of the window for any preparations which are usually sold at cost or in danger of being cut, should be discouraged.

It is, perhaps, a mistake to refuse admission to new preparations which are entirely innocent of the cut-rate evil and which are only guilty of the crime of being new. The exhibitor has always the advantage of making full profits upon the first sales at any rate, and if the price should be cut eventually, it only becomes one more of the many. By all means keep out the cut-rate patents if you wish to maintain the elevated tone which should be the characteristic of the drug store. We notice that one of the prominent druggists in this city has taken the stand, in "Saturday Night," that cut-rate methods are only advertisements for shoddy drugs—and he deserves the unqualified support of the entire trade.

PRICING PRESCRIPTIONS AND FIGURING EXPENSES.

In a recent issue we spoke of the desirability of having more uniformity in prescription prices, and also contending that prescriptions should not be priced merely according to the actual value of the drugs entering into the prepared article.

In an address before the Massachusetts Pharmaceutical Association, Mr. E. A. Engstrom called attention principally to the expense of the drug store and the relative amount of this expense which should be charged to prescriptions dispensed, figuring not only the actual running expense but also on the time consumed in dispensing. He said:—

It is worth every druggist's time to consider the pricing of his prescriptions. Observing the filling of ninety-five prescriptions recently at the State Board of Pharmacy examination, I found that it took an average of twenty-two minutes to fill each prescription. These prescriptions would not bring more than about 25 cents on an average at retail in drug stores throughout our State. The gross profits may be close to 70 per cent., but, after counting the labor at $3 a day, ten hours a day will bring the net profits to about 16 per cent., as may be seen from the following:

Cost of material	7½ cents.
Labor	11 cents.
Ten per cent. outside of clerk hire for business expense	2½ cents.
Cost	21 cents.

Net profit on each prescription, 4 cents!

It is wise to keep a constant watch on the expense account, and good judgment must be exercised, as a man can make a mistake in cramping his business by too small expenses, and he may fail if they are too large. If he does not pay enough for his clerk hire or advertising, he will lose business which naturally would come to his store. On a percentage basis the cost has been in my experience of twelve years as owner of a drug store:

Clerk hire, which includes my own salary	14%
Rent	4%
Light, taxes, insurance, freight, advertising, etc.	4%
Interest on capital invested and depreciation	3%
Total	25%

INSTANT DELIVERY OF

HOWARDS' Quinine
HOWARDS' Bismuth
HOWARDS' Camphor
HOWARDS' Pot. Acetas
Gran., etc.

HOWARDS' Sodii Bicarb
HOWARDS' Mercurials
HOWARDS' Pot. Iodide
HOWARDS' Acid Boric
etc.

When you specify any of the above, your Jobber can get them immediately from our Canadian Depot, so you need never wait.

Finest Quality **Best Results**

E. Merck

E. MERCK'S

Alkaloids, Extracts and Chemicals

for Medicinal, Analytical and Technical Purposes

Are the **Standard** for absolute purity and reliability. The chemist's safeguard. Purity and reliability guaranteed by specifying the "**Merck**" brand.

Darmſtadt

Retailers Attention !

Stock
CÆMENTIUM
Regd.

"Sticks Everything, but is Not Sticky"

Absolutely insoluble Cement. It is not only new—it is unique. It will repair everything from a cup or saucer to a motor-car exhaust pipe. In the case of china or pottery, it not only repairs but replaces missing parts. CÆMENTIUM is not affected by either water or heat. Should be stocked by all retailers. It is not a fish glue.

STOCKED BY

All branches National Drug & Chemical Co.
Lyman Bros. & Co., Limited

DILLONS LIMITED
455 St. Paul St. - Montreal
SOLE AGENTS FOR CANADA

For Infancy, Illness and advancing Age.

BENGER'S Food

Benger's Food is for Infants and Invalids and for those whose digestive powers have become weakened by illness or advancing age.

If the digestive functions, however weak, can do any work at all they should be given work to do *to the extent of their powers.* Exercise strengthens, but over exercise defeats its purpose. It is here that Benger's Food is so admirable. In the easy process of its preparation the digestibility of Benger's can be regulated to a degree of extreme nicety.

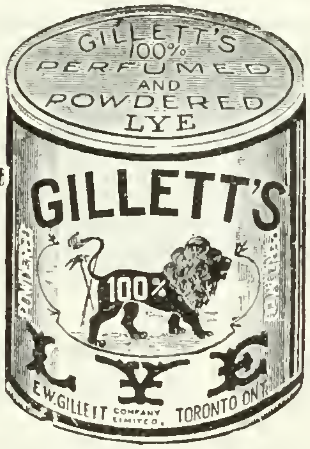
Manufacturers: BENGER'S FOOD, Ltd., Manchester, England

Benger's Food is sold in tins, and can be obtained through most Wholesale Druggists and Leading Drug Stores.

ANTIKAMNIA PREPARATIONS
REGISTERED U.S. PAT. OFFICE.

ANTIKAMNIA POWDERED
ANTIKAMNIA
ANTIKAMNIA & CODEINE
ANTIKAMNIA & HEROIN
ANTIKAMNIA & QUININE
ANTIKAMNIA & SALOL
ANTIKAMNIA QUININE & SALOL
LAXATIVE ANTIKAMNIA
LAXATIVE ANTIKAMNIA & QUININE

MADE ONLY BY
THE ANTIKAMNIA CHEMICAL COMPANY, ST. LOUIS, U.S.A.



Just Read The Directions

Retail Druggists

get familiar with the many uses of **Gillett's Lye** and recommend it to your customers for making soap, cleaning of all kinds, and as a disinfectant—it's a sure trade bringer.

If your wholesale house will not supply you at list prices, send order to us, and we will ship goods direct.

E.W. GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

Awarded highest honors at all Expositions.

This, I think, is a fair division. I have had my total expenses as high as 26 per cent. and as low as 23½. I have always found that when my expenses have been high I have been lazy and not done as much work in the store as I should. That is, I have not taken in $750 or $800 a month personally over the counter, and as I have drawn $25 a week salary, I should have averaged $25 a day in sales.

I have six men working for me now, and I have found the last year that my highest paid clerks must take in more daily than their weekly salary to make up for the cheap help which do not wait on customers. Still, I am careful not to allow my total weekly pay-roll to exceed the average daily receipts. When the clerk takes in daily the amount of his weekly salary, he receives 14 3-10 per cent. for his labor, and you will find if you add up your weekly salaries, when you take out your own plus what you pay your clerks, the daily average will come very close to what you pay as weekly salaries.

Rent is figured in proportion to the location, which means the number of people coming to the store for their needs. If your rent costs you more than 5 per cent., you are laboring under a disadvantage as compared with your competitors. The other expenses I mention may be higher than yours, and in such cases you may be allowed to transfer the saving in the last two items of expense to the first two, but to be successful one must keep down the expense of doing business to 25 per cent.

"PHARMACY."

Mr. A. C. Wootton, whose death we chronicled last month, was a constant contributor to the Chemist and Druggist, under the cognomen of "Xrayser." In the issue of that journal for December 11th, he deals with the word "Pharmacy" in an article which is of interest. He said:

The word "pharmacy" has been a good deal discussed recently, both in the C. & D. and elsewhere, and a somewhat fuller account of this and other words of the group to which it belongs may be interesting. These words are, of course, all derived ultimately from the Greek pharmakon, a drug, which Professor Skeat suggests may have come from the Doric form of a verb signifying "to bring (help)." Unfortunately for this suggestion, the word appears from the first to have carried a pretty strong suspicion of poison, of sorcery, enchantment, and other black arts; and the modern pharmacist who wishes to contemplate the "hole of the pit whence he was digged" could not do better than consult Liddell and Scott under this head. The earliest date given in the Oxford English Dictionary for any word derived directly from pharmakon is 1541, when R. Copland used "pharmaceutyke" to designate one of "the parties (parts) of the art of Medecyne," and "pharmacopole" for a dealer in drugs. This latter word is now obsolete, but Erasmus Darwin used it in 1790, and in its later form, "pharmacopolist," it is still occasionally met with. It is rather strange that some ingenious evader of the law has never assumed the title, as a Liverpool man did, some thirty-five years since, that of pharmacien, after having been compelled to give up "pharmacist." The English form, "pharmacian," by the way, appears in Blair in 1720, but it did not "catch on." The full form, "pharmaceutical," does not occur until 1618, "pharmaceutist" not until 1836, two years after "pharmacist," the earliest quotation for which is 1834; the first authority for this, much the better form, being Lytton's "Last Days of Pompeii." "Pharmacopocia" appears first as an English word in Burton's "Anatomy of Melancholy" in 1621. Long before any of these words found a recognized place in English, "pharmacy" had been imported from the French by Chaucer ("The Knight's Tale"), in whose "Somme hadden salues and somme hadden charmes, Fermacies of herbes," it still carries a suggestion of magical arts. This meaning of a medicine the word has long lost, but by 1597 it had acquired that of the art of preparing and dispensing medicines, and by 1883, that of a drug-store or dispensary, and both of these it still retains. It will be seen that in the last sense it is older than "pharmacist."

STORE ATTRACTIVENESS.

The time has gone by when entire dependence, in the matter of making and holding trade, can be placed on the selling of good goods. Almost every store of any respectability nowadays sells pretty fair goods and gives pretty fair values. It is no longer a singularity to do this; no longer a sure passport to public favor.

Of course, no store can be permanently successful unless it sells good goods, but we must guard ourselves against believing that good merchandise is the only requisite.

Attractiveness of store appearance, inside and out, has become nowadays a very, very potent trade-winning factor.

Probably no one thing has so much to do with the impression a store produces on its visitors—not even attentiveness and courtesy of the sales-people.

Surface indications determine the judgment of the masses of buyers. They are not, in the main, discriminating judges of the merchandise, however much they may fondly cherish the delusion that they are.

But everyone, however little fitted he or she may be to accurately analyze the general character of a store's merchandise, is certainly fully capable of judging a store's general appearance.

Quality of merchandise and prices being fairly equal, the store that is attractive in fittings and arrangements will outdraw two to one the store that is rather old-fashioned and commonplace in these respects.

The store with the old-fashioned, dingy-looking front, with old counters and fixtures, and a jumbled-up unkempt-looking stock, is laboring under a heavy handicap which it will take more than good advertising to overcome.

Good advertising will not offset the effects of bad stock-keeping.

Keeping stock in apple-pie order—having everything neat and orderly and scrupulously clean—is an absolute essential to restful advertising.

Advertising can bring people into the store, but it cannot make them buy or induce them to visit the store a second time if the first visit is unsatisfactory.—Business Help.

CAN THE AVERAGE PHARMACIST UNDERTAKE TO MAKE ANALYSES OF URINE WITH PROFIT.*

By Jacob Diner.

The chemical and bacteriological examinations of urine have come to play an important part in the diagnosing of disease; and too much stress cannot be laid on the necessity for careful work in this line. From the nature of the pharmacist's calling and his preliminary training he is supposed to be thoroughly familiar with the handling of reagents; and the intricacies of the microscope are supposed to be no mysteries to him. Hence, fundamentally, the pharmacist is well equipped to handle this kind of work. But beyond this he requires a special training which is of paramount importance in the execution of such examinations, and careful preparation along a special line should precede the undertaking of uranalysis by the pharmacist. A course of histology and pathology are almost indispensable, while proper mechanical equipment is of necessity one of the first requirements before beginning to cater to the analytical needs of the physician. Yet both these requirements are within easy reach of the pharmacist. The medical schools willingly open their doors for special courses, and a small financial outlay will equip a good working laboratory.

Given then these fundamental requirements, the pharmacist must proceed in his analytical work with at least as much care as he would devote to prescription work. Check tests should be made in all cases and every precaution taken against errors or wrongful deductions in the microscopical work. Differentiations between blood and pus cells, the recognition of the various forms of epithelium, the classification of bacteria are the results only of careful and painstaking work, and unless the pharmacist is willing to take this work seriously he had better refrain. The pharmacist who has prepared himself for his work, both by mental and mechanical equipment can profitably undertake the examination of urine. The result to him will be financial gain and higher professional standing. The average pharmacist, unprepared, not especially trained, would do better to leave this kind of work alone.

FINE FOR SELLING LIQUOR.

Many retail druggists, appparently, in Ontario, either overlook the wording of the License Act of the Province, and through themselves or their clerks run risks which should not be taken in reference to the sale of liquors.

The Act is clear enough, and every druggist should keep himself thoroughly posted, and refuse to make a sale which is contrary to the provisions of the Act.

B. A. Mitchell, of London, Ont., has been fined for filling a four oz. prescription in which the principal ingredient was brandy. This matter we have taken up before, and pointed out the liability of the druggist in any such sale.

A rather peculiar case is that of Mr. E. H. Brown, of Cornwall, Ont., who was fined for breach of the Act, he having put up and delivered 32 ozs. of whiskey to the general hospital of that town, in obedience to a telephone order. The law strictly limits the quantity to 6 ozs.

MONTREAL COLLEGE OF PHARMACY.

The results of the Christmas sessional examinations of the Montreal College of Pharmacy have been announced, the successful candidates being named in order of merit:

Botany—J. G. Hilborn, N. F. Jensen and M. Freedman.

Junior Materia Medica—Jules Couillard, Damien Pare, and M. Freedman.

Senior Materia Medica—Victor Richmond, A. H. Jassby and T. G. Fletcher.

Junior Chemistry—T. G. Fletcher, W. M. Barnes, W. J. Casey, F. K. Belemis, A. Ellison, and L. G. Hilborn.

Senior Chemistry—L. J. Leduc, Georgina St. Georges, Roland Gauthier, J. Wilfrid Leroux, M. Freeman and M. Freedman.

The marks obtained at this examination will be added to those obtained at the coming March examination.

Success never comes to the man who spends most of his time watching the clock.

The man who climbs up is the one who is not content with doing only just what is absolutely necessary, but who does more.

Luck and laziness do not go together. The man who climbs up must prove himself and grasp his opportunities. Opportunity will not look him up.

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*Read before the 1909 meeting of the New York State Pharmaceutical Association

AROMATIC CASCARA

Why Pay a "Fancy" Price for a "Fancy" Name

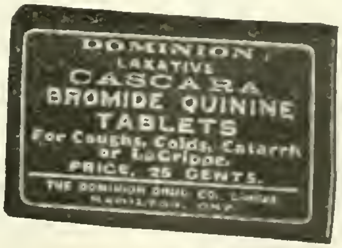
We have just installed a new plant for the manufacture of this important article. Our product is the best that skill and up-to-date appliances can produce.

Our goods will do the work. Our price will save you money. Send us an order for a sample gallon. We make good or refund your money.

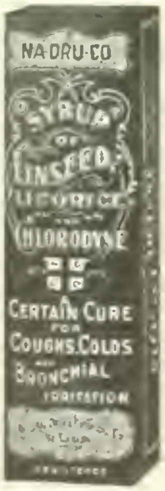
NA-DRU-CO, Toronto

Your Profits for 1910

Will be greatly argumented if you push the NA-DRU-CO line. Your sales will be helped by advertising which is now being put into over one hundred thousand homes in Canada. Think what this means to you in profits for 1910.



Make a display of these three special articles for the next month and note result.



BABY COUGH SYRUP

Especially prepared for young children and infants. It is highly recommended as a harmless and effective remedy for Colds, Coughs, Bronchitis and other affections of the throat or lungs.

CASCARA, BROMIDE QUININE

These pleasant little tablets will cure a cold in a few hours.

Syrup of
LINSEED, LICORICE and CHLORODYNE

Will be found of great benefit in all cases of Bronchitis, Coughs, Colds, Hoarseness, Loss of Voice, Pains in the Chest, or other disorders of the throat or lungs. It quickly stops the worst cough, soothes and heals the raw or inflamed throats, acts beneficially on the lungs and will not upset the most delicate stomach.

THE NA-DRU-CO, Toronto, Ont.

Cash with Order

LOOK HERE, Mr. DRUGGIST! YOUR OPPORTUNITY

We have in stock some forty dozen CLINICAL THERMOMETERS, the "Qualitair" Line. No better made. GUARANTEED against everything except breakage. Specially well made, tested and seasoned.

The stock is assorted, ½, 1 and 2 minute. While they last we will give them away at the following prices:

2 min. regular $ 5.00, to clear $ **3.10**
1 " " 7.50, " **3.85**
½ " " 10.00. " **6.50**

THIS IS THE BEST OPPORTUNITY to purchase Clinicals you ever had. It will pay you to send your order at once.

HIGH GRADE CLINICALS AT LOW GRADE PRICES.

Cash must accompany orders. No discount.

Any rubber goods required we will be pleased to send, charges paid.

Address all Orders and Communications to the

HIGGINBOTHAM RUBBER GOODS CO.

MILTON, ONTARIO.

Did You Ever Notice

that the druggists throughout the country who do the largest trade are always the fellows who are not afraid to buy enough of any good patent medicine in order to get a lot of free advertising.

On the other hand did you ever notice the shiney coat and frayed at the bottom pants on the man who is always knocking patent medicines and talking about the professional aspect of the drug business.

That ought to be enough to convince you of the wisdom of writing The Merrill Medical Co., Manufacturing Chemists, Toronto, regarding exclusive advertising proposition for

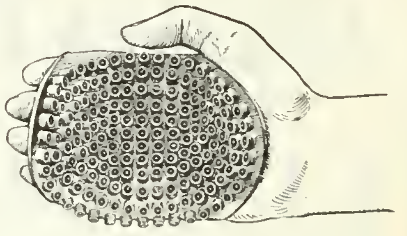
MERRILL'S RELIABLE FAMILY REMEDIES
THE ROYAL ENGLISH TOILET PREPARATIONS
MERRILL'S HOUSEHOLD NECESSITIES

Don't wait for a traveller. Write to-day

The Merrill Medical Co.

Merrill Building, Toronto, Ont.

Dunlop Beauty Brush:



The trade will find this the best seller among all the toilet articles in its class, Made of fine soft rubber with vacuum cups and inner pencils, or articulators.

Write for prices and our catalog of Druggists' Tubing and Rubber Sundries

DUNLOP TIRE and RUBBER GOODS CO.

LIMITED

Toronto, Montreal, Winnipeg, Vancouver
Victoria Calgary St. John, N.B.

THE HANDY LAMP

GASOLINE LIGHTING SYSTEM

A Shadowless 300 Candle Power Light —ready at a finger-touch.

You can turn it up or down, like gas, burn high or low, or leave burning dim, at almost no expense. Can be turned up instantly when more light is wanted. Makes a big store as light as day and burns 40 to 50 hours on a gallon of common stove gasoline. Pays for itself 5 times over, in a single year, in what you save over gas, kerosene or electricity. Works as well after years of use as at the start, and is so safe and dependable that anyone can use it wherever a powerful light is needed for home or business purposes. Our Catalogue proves it. Get it now.

BRILLIANT GAS LAMP CO., Dept. , 42 State St., CHICAGO

OBITUARY.

Mr. J. A. Nicolle.

Mr. J. A. Nicolle, who for over twenty years has been engaged in the retail drug business in Montreal, died quite suddenly last month. Mr. Nicolle has always been subject to epileptic fits, and he was overtaken by one of these fits while taking his bath and was practically drowned.

The deceased came to Montreal about thirty years ago from Jersey, together with his brother, who is now one of the professors of Huron College, London, Ontario. Graduating as a pharmacist, he shortly afterwards established himself in business at the corner of St. Catherine and Bleury Sts.

After some years he retired temporarily from business, but again opened a store at 220 St. James St.

Mr. Nicolle was about sixty years of age, and was looked upon as one of the leading druggists in Montreal.

G. W. Waddell.

Mr. Geo. W. Waddell, of the Tamblyn Drug Stores, Toronto, Ontario, died quite unexpectedly Jan. 17th, from heart disease, as a result of a severe attack of typhoid fever. Mr. Waddell was a graduate of the Ontario College of Pharmacy and served his apprenticeship with Mr. F. G. Burgess. He was an enthusiastic militia man, being a member of the Queen's Own Rifles until the formation of the Army Medical Corps, when he joined the new corps. He is survived by a widow and two children.

A DOG'S DEVOTION TO HIS MASTER

The late Mr. Nicolle, of Montreal, whose death is reported elsewhere, and who, as we have stated, was subject to epileptic fits, was once saved from death by his faithful dog. The incident given below was taken from the Montreal Star:

"Barney," Mr. Nicolle's beautiful red Irish terrier, is well known down town in the restaurants and cigar stores, which his master used to patronize, and many a time has the latter refused large sums for Barney.

He has been known to state that all the silver mines in Cobalt would not buy the dog, for Barney had saved his life about a year ago.

The dog originally belonged to Mr. J. H. Fyon, his manager and brother of the well-known Shamrock lacrosse goal-keeper, who went with the Olympic team to England.

Mr. Fyon had presented Mr. Nicolle with the dog the year before last, because he had taken a great liking to it, and on the 22nd of January last the dog went home with him after he closed his store at night.

While walking along Ontario street towards St. Urbain street, where he lived, he was seized with a fit when near Platte street, and stumbling in there fell down just far enough from Ontario street not to be noticed.

The temperature was eighteen below zero and if it had not been for the dog he would have surely died there.

"Barney," however, kept his body warm with his own, and by his cries finally attracted the attention of a belated passer-by, there being but few out on account of the cold.

This lady went into Platte street to see what the dog was barking about, and found Mr. Nicolle with his hands and feet frozen, but his body kept warm by the dog.

A GOOD ZAM-BUK PROPOSITION.

The Zam-Buk proprietors have just prepared a fine new window display, which is a costly piece of color work. Apart from the "staging" of it, which is very effective, it includes one of the prettiest and yet business-bringing showcards ever seen in Canada. This was designed and the original painted by a famous Royal Academician.

The whole display is a costly production, and it was the intention of the firm to send same out only with orders of one and a half gross quantities. A full page advertisement in our last issue dealt with this.

The proprietors, however, have decided to send out the display with all orders of six dozen sent in during the next three months. The display also entitles druggists so ordering, to a cash payment of $2 after not less than one week's showing of the display. As Zam-Buk is now the staple ointment, this looks to us like a good offer.

There is one new feature about this display. It also advertises Zam-Buk soap—a new line. The demand for this is sure to increase, and each window display order should include at least a third of a dozen. There is no risk in this, because soap is exchangeable for Zam-Buk, if it should not be quickly turned over. The soap retails at 25c. per tablet, and is a nice line.

We understand the Zam-Buk spring advertising is going to be stronger than ever—which is saying a lot, for this firm is noted for its clever, forceful, and aggressive advertising. In addition to strong newspaper and pamphlet work, for the first time in the firm's history, bill-boards are to be freely used, and we may look out for something startling.

NOTE THE PRICES

Special attention is called to the schedule of prices for Peruna as given in this issue. "Buy two dozen and save fifty cents" is their suggestion.

This is the time of the year when this popular remedy is in greatest demand, and a full stock should be kept by every druggist.

PHARMACY IN GREAT BRITAIN

The Pharmacy and Poisons Act of 1909—Death of Dr. Mond—Saccharin and the Regulation of its Sale—The Drug Market

(From our London Correspondent.)

It is customary at the beginning of a New Year to pass into review the preceding twelve months and also to contemplate the possibilites of the ensuing year. As far as we in Great Britain are concerned the event of the year 1909 was, of course, the coming into force of the new Poisons and Pharmacy Act. This Act is of considerable practical importance to every chemist and druggist in the land, and the intention of the authors of the Act was undoubtedly to place the calling of pharmacy upon a sure and certain foundation and to protect those who had gone to the trouble and expense of passing the qualifying examination. It is, perhaps, early yet to say whether the ideals of the authors have been realized. Eight months' working of an Act of Parliament is too short a while to expect any very definite result. Some chemists are of the opinion that the Act leaves things pharmaceutical worse than they were before, but the great majority regard the measure as an honest attempt to settle long-standing grievances and injustice. Your readers are so familiar with the advantages accruing to pharmacists under the Act that there is no need to recapitulate them here. There can be no question that chemists know exactly how they stand both in regard to their actual calling and in their relations with the purchasing public. In spite of those who talk about the inability of the Pharmaceutical Society to protect and conserve the interests of chemists it is significant that the membership of the Society very largely increased during last year. Mr. Harrington, the present president, has a strong council to assist him in the administrative work and much useful service has been rendered. Turning for a moment to the outlook for the future I will venture to take an optimistic view. The prospects are undoubtedly rosy. Already there are signs of great improvement in the drug markets, and when the turmoil of the general election, which is taking place this month, is over, pharmacists will enter upon a period full of promise and brightness. While referring to the election, it should be stated that the fight for parliamentary honors by Mr. Glyn Jones, who is put forward as a direct representative of pharmacy, is being watched with much interest. He has a hard contest at Stepney, and if he should be successful it will be a great personal triumph.

An Apprentice's Fondness for Sweets.

A case which contained several amusing features came before the Judge at Worcester County Court recently when a pharmacist named Frederick George Acton was sued by an apprentice named Henry Lloyd, and his father, for £30 for breach of the deeds of apprenticeship between the younger plaintiff and defendant. Lloyd, junior, was apprenticed to Mr. Acton in the usual way and the premium was fixed at £30, half of which had been paid. The arrangement was satisfactory until September last when Mr. Acton wrote to the apprentice's father saying his son was not adapted to the business of a chemist and advising him to take his son away. Eventually the boy was sent away and told not to return. Hence, the action. Quite a different complexion was put on the proceedings by the defendant's story. It was stated that the lad was "absolutely lax in every particular" and on several occasions when the lad had access to the cash till the total was wrong, but it was right when he was kept from it. On several occasions articles from the shop were found in his pockets. He also was said to have taken handfuls of sweets from the pharmacy at a time, and in the circumstances defendant held that he was entitled to dismiss the apprentice. In the end the Judge awarded plaintiffs £7.10.0, but no costs, and remarked that it was clear the boy had taken more sweets than he ought to have done and for that he deserved a good thrashing, but the more serious charge of taking money was not proved.

DEATH OF DR. L. MOND

At the ripe age of 70 the death occurred in London, on December 11, of Dr. Ludwig Mond, a scientist and manufacturer well known to your readers on account of his connection with the firm of Brunner, Mond & Co., alkali manufacturers. Ludwig Mond was a typical shrewd German inventor and his name will go down to posterity as the discoverer of some valuable chemical processes. In 1862, after having held several chemical appointments in Germany, Dr. Mond came to England with the object of introducing his process for the recovery of sulphur from alkali waste. For a short time he was associated with John Hutchinson, of Widnes, and while at these works he perfected his process. In 1864 he returned to the Continent to undertake the erection and management of a Leblanc alkali works at Utrecht. About three years later he settled in England, and eventually became a naturalized British subject. In his

Buy Two Dozen and Save Fifty Cents.

PE-RU-NA

For Coughs, Colds, Grip and Catarrhal Troubles.

Schedule of Prices:

Less than 1 Dozen	-	$8.75
One Dozen	- - -	8.50
Two Dozen Lots	-	8.25
Twelve Dozen Lots	-	8.00

These prices less 5% if paid within thirty days.

The Great Winter Campaign of Advertising is Just Begun. Now is the Time to Stock Up.

THE PERUNA COMPANY, COLUMBUS, OHIO.

Branches: Mexico City, Buenos Ayres, Montreal, Canada; Melbourne, Australia; Calcutta, India.

SALES!!

NOT COBWEBS

If the Chocolates in the show case are

Nasmith's

Chocolates

"THE VERY NICEST"

The NASMITH Co., Limited
66 Jarvis St., TORONTO

MUSICAL INSTRUMENTS
and TALKING MACHINES

Heberlein Violins
Washburn Mandolins
and Guitars
S. S. Stewart Banjos
Hohner Mouth Organs
and Accordeons
Victor Talking Machines
Olympia Music Boxes

Catalogues Sent Charges Prepaid

THE
NORDHEIMER PIANO & MUSIC CO.
Limited

HORLICK'S MALTED MILK

Served Piping Hot in Quaint Mug or Dainty Cup, with Crisp Salted Wafers

This Formula will appeal to your Fountain Patrons.
TRY IT

Horlick's Malted Milk	2 tablespoonsful (heaping)
Whipped Cream	2 tablespoonsful (heaping)
Chocolate Syrup	1½ ounces

Stir well, making smooth paste. Add hot water to fill container. Top off with powdered nutmeg.

HORLICK'S MALTED MILK CO.

GILMOUR BROS. & CO., 25 ST. PETER STREET
MONTREAL

Good Sellers For 1910

"MONEY MAKERS"

- **Stevens Listerian Surgical Dressings.**
- **Stevens Surgical Steel Razors.**
- **Stevens Clinical Thermometers.**
- **Stevens Elastic Hosiery Supporters.**
- **Stevens High-grade Catheters.**
- **Stevens General Sundries.**
- **Stevens English Rubber Goods.**

When our representative calls, look over the lines of samples. They are convincing and the prices right. Give him an opportunity to show the GOOD SELLERS.

J. STEVENS & SONS CO.
LIMITED
145 Wellington Street West, TORONTO.

Mr. Retail Druggist:

Standing Bonus Offer for 1910. Your Profit on our Goods 75%

We will always protect you. We want your co-operation. We are the only Patent Medicine Company in the world who create a demand for our goods and allow the Retailer to make 75 per cent. profit. Advertisements in all the leading Canadian papers are sure to move the goods.

ALL OTHER OFFERS VOID AFTER DECEMBER 31st, 1909.

First Offer **THIS IS IT** ***Second Offer***

Your investment of $17.00 for 1 doz. Dr. Martel's Female Pills brings back to you:

1 doz. Pills	$24 00
1 doz. Dr. Martel's Soap	3 00
96 oz. best assorted Herbs	4 80
	$31 80
Cost you	17 00
Your NET profit (on 1 doz.)	$14 80

Your investment of $8.50 for ½ doz. Dr. Martel's Female Pills brings back to you:

½ doz. Pills	$12 00
⅓ Soap	1 00
48 oz. Herbs	2 40
	$15 40
Cost you	8 50
Your net profit on ½ doz	$6 90

USE THIS SLIP. SEND IT TO YOUR JOBBER.

NAME.................................... QUANTITY....................................
TOWN.................................... JOBBER....................................

KNICKERBOCKER REMEDY COMPANY, 36 East 23rd Street, NEW YORK.
Sole distributors various Dr. Martel Remedies.

travels, Dr. Mond became acquainted with Ernest Solvay, of Brussels, the inventor of the Solvay process for manufacturing soda by the intervention of ammonia, and having acquired the English patent rights, he established in 1873 with Mr. J. T. Brunner as a partner, the firm of Brunner, Mond & Co., which was made into a limited company in 1881. The works which they erected at Winnington and elsewhere are now the largest alkali works in the world, and employ some 4,000 workmen. Dr. Mond was, from its foundation, managing director of the company. He took out a large number of important patents in connection with the manufacture of ammonia soda, a process for the manufacture of chlorine, the recovery of ammonia from nitrogenous substances, and the economical consumption of coal.

The Use of Saccharin.

The question of the use of saccharin as a sweetening agent in foods and beverages is attracting considerable attention in this country as well as in the United States. It has been reported that the first prosecution under the Pure Food Law now in operation has already taken place in Louisiana, a manufacturer of "sarsaparilla pop," "cream soda" and "strawberry pop" having been successfully prosecuted on this account by the State Pure Food Commissioner. "In Spain, also," says the West India Committee Circular, "a royal mandate has been promulgated whereby Spanish health officers are enjoined to exercise great vigilance in preventing the keeping or selling of saccharine except by druggists. In Germany the admixture of this objectionable drug has been for some time prohibited in food products. In this country, however, its indiscriminate use is sanctioned in an unaccountable fashion by those responsible for the health of the community. It is difficult to say what the consumption is in this country, but it is considerably greater than the stated imports. Saccharin bears a heavy import duty, and as a valuable quantity is easily concealed, much smuggling goes on. Prosecutions are constantly occurring in this connection, but these are sure to represent but a small percentage of the saccharin smuggled. Experiment has amply shown the danger to health arising from the use of saccharin, and yet not only does the medical profession prescribe the drug to satisfy the craving for sugars on the part of a patient, but manufacturers of food products, mineral waters, etc., where the sweet taste is 'sine qua non,' are allowed to supply the necessary flavor by its use."

Drug and Chemical Markets.

As usual, at the beginning of the year business in drugs and chemicals is restricted to a small scale, stock-taking being hardly over yet. However, there has been a good undercurrent of inquiry and the general impression in the city is that the present month will see a welcome improvement. The articles which are being watched with special interest are menthol and camphor and glycerine, all of which are tending higher in value. Buchu leaves have the very high price of 2/ per lb., a price which has actually been paid, and some holders of small stocks are now asking as much as 2/3 per lb. Contrary to expectations, the makers of bromides have announced that they are prepared to take contracts at old prices up to April 30 this year. Opium is tending easier in the absence of business, but morphine, hydrochloride remains very firm at 8/ per lb.

Items.

It is announced that the department has entered an appeal in the recent case under the Pharmacy Act of Pharmaceutical Society vs. Edwards. The proceedings involved the legalizing of the use of trade or mythical names by persons carrying on business as pharmacists.

At the moment of mailing I learn of the death of Mr. Octavius Corder, of Norwich. At one time he occupied a prominent place in British pharmaceutical affairs, and was of great service to the craft in many directions.

Sir Edward Evans, head of the well-known Liverpool firm of Evans Sons, Lescher & Webb, Ltd., has been presented with his portrait by the Liberals of Liverpool as a mark of esteem and in recognition of faithful service. The presentation was made by the Prime Minister, Mr. Asquith.

"TYRAMINE."

(Trade Mark.)

"Tyramine" presents in a state of purity the organic base p-hydroxyphenylethylamine, which has recently been shown by researches at the "Wellcome" Physiological Research Laboratories to be the chief principle of aqueous extracts of ergot. Given hypodermically or by the mouth, "Tyramine" produces a marked rising of blood-pressure, with greatly improved vigor of the heart's action. "Tyramine" may be administered in shock or collapse, and for producing a contraction of the uteris post partum. "Tabloid" Hypodermic "Tyramine" 0.005 gramme is issued in tubes of 12.

POINTERS FOR SALESMEN.

Time is money and money is time. Get all the money you can without doing time.

A salesman should be one part talk and nine parts judgment. He uses the nine parts of judgment to tell when to use the one part to talk.

Try to be tactful. There is nothing in the world like tact. A really tactful man can extract the stinger from a bee without getting stung.

To be a good salesman it is necessary to know your proposition from one end to another. You have got to know it like a young mother knows baby talk.—Speed.

REGISTRATION FOR 1910.

The following circular has been sent out by the Department of Inland Revenue:

Ottawa, Dec. 4th, 1909.

In circular G 843, issued in the month of August last, manufacturers or importers of proprietary or patent medicines were advised that the registered numbers to be assigned them, for the current fiscal year, would, as far as possible, and dependent upon the promptness in applying for subsequent certificates, be preserved for future years.

In order that you may retain the registration number already assigned it will be necessary that you should apply for a certificate of registration for next fiscal year, beginning April 1st, 1910, some considerable time before that date.

With this circular is being forwarded you a copy of the Proprietary or Patent Medicine Act and blank forms of application for your new certificate of registration. The application for next fiscal year is, in every respect, to be completed in the same manner as when the original certificate was applied for and the fee of $1.00 should be transmitted therewith. A complete list of the medicines that it is proposed to manufacture, or import, must be provided, and if advantage is to be taken of the provisions of paragraph (e) of section 7 of the Act an affidavit must be furnished.

I desire to impress upon you the necessity for transmitting your application within a reasonable period.

W. J. GERALD,
Deputy Minister.

TWO BUSINESS ASSETS.

The dealer who has acquired systematic methods and a calm disposition is equipped with two of the best aids for business success. The systematic man knows the price of things and where they are to be found; how much he has on hand, and how much was ordered; who the makers are and how the stock is being handled. In short, as a well-known writer has said, "System is music instead of noise." The systematic man knows how fast the goods are going and how long it will take to get another order. By his letter files he can trace any correspondence a year or more old. When trouble arises he can quickly locate it.

The systematic dealer finishes things and his mind is kept clear; when night comes he is reasonably sure that nothing of immediate importance has been left undone. To work in this way requires calmness of temper, which is in a measure due to self-confidence. To become irritated over little things shows that one is not sure of himself and that he devotes his attention to details rather than principles. Such an attitude is quickly communicated to clerks who, seeing that the proprietor is not master of the situation, naturally lose some of their respect for him and become careless themselves.

Correspondence

We do not hold ourselves responsible for the opinions of our correspondents. All our readers are invited to make use of these columns for anything of a general interest to the trade.

THE INTERNATIONAL PHARMACOPOEIA.

Dear Sir,—

I have been glad to see your editorial in regard to the International Pharmacopoeia which is now in process of formation in Europe, and quite agree with you that Canada should be represented on the Board of Compilers.

In addition to the advantage in a professional sense to our country, the honor and the standing of this Canada of ours should be upheld and brought before the savants of Europe, if only to show that our pharmaceutical position in regard to education and practice is as high as any of the continental countries, I might say higher than the majority of them, but it is no use hurting their feelings.

There is much of our indigenous materia medica which is well worthy of a place in an International Pharmacopoeia, the selection of which we should leave to the Board to be appointed. There are also many points of interest in the pharmaceutical processes which crop up now and again before the practising scientific druggist, and many have had the temerity to criticize even the lexicon of the profession,—the B. P., with knowledge born of practice. All these matters should be brought before a board appointed by the druggists of Canada, and a representative chosen to discuss them at the International Tribunal would be able to represent our ideas.

The cost should be borne by the different colleges of the country, pharmaceutical and medical, and a member or members of our profession could easily be chosen from the talent which we all know exists.

In regard to material, there is no need, as you say, of submitting formulas imitating any established remedy, as there would be sufficient material to employ the talents of our representatives in revising, amending and discussing the different matters to be brought up. Indeed beyond introducing the indigenous plants of Canada and the compounds made from them, there is nothing more to be brought forward, excepting the result of our experience with the present B. P. and our criticism on anything new.

Yours, truly,
January 20, 1910. ONTARIO DRUGGIST.

"Don't grumble, don't bluster,
Don't dream and don't shirk,
Don't think of your worries,
But think of your work.
The worries will vanish,
The work will be done;
No man sees his shadow
Who faces the sun."

Stands 80 Pounds of Live Steam !

Think of that! Every Walpole Hot Water Bottle that goes out of our factory has been tested with LIVE STEAM at 80 pounds pressure.

Every Walpole Hot Water Bottle is guaranteed for two years against BOILING WATER.

You never sold a hot water bottle of any other make that would stand THAT. The Walpole stands it because it is all one piece of steam-cured rubber, without a single seam. It is moulded and vulcanized, at one operation, on a fusible core which is then melted and run out. This process is patented.

Boiling water can't make a Walpole Hot Water Bottle leak because there is not a cemented joint in it anywhere. That is not true of any other hot water bottle.

The "Walpole" Hot Water Bottle

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NEW REMEDIES OF 1909.

The following list of new remedies which has been compiled for the National Druggist, and to whom we are indebted for this article, is, "from the Chemical, Pharmaceutical and Medical Periodicals of England, France, Germany, Spain, Italy and Holland, which have been published within the past year."

Abanon.—When magnesium bitartrate acts on magnesium phosphate, or neutral magnesium tartrate acts upon the acid phosphate, a white, crystalline, tasteless powder, with difficulty soluble in water and dilute acids, but easily soluble in dilute solutions of alkalies and in ammonia water, is formed. This product is abanon.

Acidol.—Acidol is a name given to betaine chloride, a substance obtained from the residue in the manufacture of beet sugar. It occurs in the form of powder or colorless crystals, is readily soluble in water, to a less extent in alcohol. In the presence of liquids it slowly decomposes, giving off hydrochloric acid. It is employed in troubles of the stomach, associated with acidity.

Ajuval.—Formerly called "Horta," is, according to the manufacturer, Dr. M. Hauser, Messkirch, Baden, an alcohol-water extract of Peru balsam and malt extract.

Alboferin Preparations.—Arsen-alboferin tablets contain 1/10 milligrams sodium cacodylate each; guaiacol-alboferin tablets contain 0.15 gram potassium sulphoguaiacolate; idoalboferin tablets are placed on the market in two numbers. No. 1 contains 0.028 grams, No. 2 0.05 grams potassium iodide.

Albulartin.—A purified, soluble form of lactalbumin. It is to be regarded as a neutral albumin salt, is pure white in color. In water it first swells and then goes into solution.

Almatein.—Under the name of almatein a condensation product of haematoxylin and formaldehyde has been introduced as an astringent internal disinfectant. It is a brick red powder with a silky lustre. It is odorless and tasteless, is almost insoluble in cold water, sparingly soluble in boiling water, readily soluble in alcohol, acetic ester, acetic acid and glycerine; the solutions are brown in color.

Amolin.—An antiseptic containing, according to the Pharmazeutische Post, 99% of boric acid and 1% thymol.

Anisotheobromine.—This substance is said to be a mixture of theobromine-sodium and sodium anisate, analogous to diuretin, which is a mixture of theobromine-sodium and salicylic acid, and is recommended in place of the latter on account of the less dangerous character of sodium anisate. It is slightly less soluble than diuretin.

Anorrhal Suppositories.—Said to contain sodium sozoiodolate, extract of witch hazel, zinc oxide, alumnal, extract of suprarenal glands and glycerin.

Antikola.—Contains about 30% of sulphur, 50% of sodium bicarbonate and 20% of an indifferent vegetable powder. It has been exploited as a remedy for dipsomania!

Antipon.—Said to contain citric and benzoin acids, oil of wintergreen, saccharin and cochineal.

Aperitol.—A new aperient is isovaleryl-acetyl-phenolphthalein, which is introduced to the medical profession under the trade name of aperitol. It is a white, crystalline powder, consisting of a mixture of equal parts of isovalerianic acid ester and acetylphenolphthalein.

Asiphyl.—According to Mameli and Ciuffo (Apoth. Zeitung), the mercury salt of para anilin arsenic acid. It is a white salt, turning slightly gray in the air. Soluble but slightly in water. In it are united the actions of atoxyl and mercury.

Astrolin.—Said to consist of methyl glycollic ester of antipyrin and methyl ethyl glycollic acid. White, crystalline powder with faint odor and slightly acid taste.

Automors.—A disinfectant. It is a dark brown, clear liquid, with acid reaction and tar-like, penetrating odor. Mixed with water, it gives brownish, turbid liquid. Chemically, it is probably a mixture of cresols with free sulphuric acid.

Bertolin.—A remedy for rheumatism and gout said to be made from the extract of bertholletia, and containing no salicylic acid or colchicine.

Bokolin.—Said to contain hemaglobin, sugar of milk, albumin, phosphates, extractive matter, nitrogenous organic matter, and mineral substances.

Boroform.—A non-poisonous and non-irritating disinfectant, put on the market by the firm of Philip Roder, in Vienna.

Bromfersan.—A preparation in pastille form, said to contain 0.5 gram fersan (iron paranucleinate) and 0.05 gram sodium bromide.

Bromocoll.—A yellowish, tasteless, odorless powder, readily soluble in alkaline liquids, almost insoluble in acid and neutral liquids. It is said to contain 20% of bromine, 30% of gelatin and 10% of water inorganic combination. It is used in nervous complaint and is said to be a good substitute for the alkaline bromides in cases in which these can not be borne.

Bromovose.—A liquid preparation, said to consist of an organic compound of bromine and albumin, and containing no alcohol or free hydrobromic acid.

Bromural.—Mono-brom-isovaleryl urea.

Bromvalidol Tablets.—These tablets contain, according to Schwersenski (Therap. Monatsh) 1 gram sodium bromide, 0.1 gram magnesium oxide, and 5 drops validol (menthyl valerianate) each. They dissolve in cold water with stirring, giving an opalescent solution with somewhat salty and very refreshing taste.

Camphosan.—A solution of camphoric acid methyl ester in santalol. Clear, oily liquid, with faint aromatic odor and slightly bitter taste.

Castoreum Bromide.—A granular effervescent preparation which is said to contain potassium bromide, 10 parts; sodium bromide, 10; ammonium bromide, 5; extract of valerian, 15; extract of castoreum, 7.5; effervescent base, 50 parts.

Catalysin.—It is said to contain lecithin bases and hemo-globin-iron, and is used in the treatment of infectious diseases.

Ceridin.—An active principle of yeast, employed in the treatment of abscesses and acne.

Cetosan.—A mixture of the alcohols of spermaceti, petrolatum, Chinese wax, beeswax and 30% of water. The water free compound is called "anhydrous cetosan."

Chinotheine.—A new antipyretic, said to consist of quinine and antipyrin in molecular proportions, with the addition of 5% caffeine.

Chlorbutol.—A trade name for acetone chloroform, also known as chloretone.

Chocoricin.—A mixture of castor oil (70%), cocoa, sugar, etc.

Choielysin Siccum.—Zernik is authority for the statement that this preparation consists almost entirely of powdered soap in combination with 13% of albumin.

Citrosidine.—Tablets containing 0.25 gram trisodium citrate. Indicated in pains of the stomach, vomiting and excessive secretion of the juices of the stomach.

Corosana.—A cod-liver oil preparation, in sticks. Beside the oil it contains chocolate, lecithin, phosphoric acid and calcium phosphate.

Coryloform.—According to L'Union Pharmaceutique a mixture of ethyl chloride and methyl bromide and chloride. It is anaesthetic.

Darmol Tablets.—Have chocolate as a base and contain 0.5 grams phenolphthalein each.

Dealin.—According to Zernik (Apoth. Ztg.), this preparation consists approximately of 20 parts of sodium perborate, 10 parts of boric acid, 10 parts of zinc oxide and 60 parts of a mixture of talc, starch and magnesium carbonate.

Dericinol.—Is obtained by heating castor oil in a current of oxygen or air. It is described as a dark yellow, limpid, oily liquid, insoluble in castor oil. When shaken with water it forms an emulsion which separates after standing for some time. When mixed with one-fourth of its weight of paraffin it yields an ointment base capable of taking up 50% of its weight of water.

Desalgin.—A powder, representing 25% of chloroform combined with albumin.

Dianol.—A trade name for the glycerol esters of lactic acid. Dianol I is the monotartrate, with 54.8% of lactic acid. Dianol II is the dilactate, with 76.3% of the acid.

Digipuratum.—A yellowish, odorless powder of bitter taste, which is, to some extent, connected in the tablets by use of suitable substances. It is said to contain all the active constituents of digitalis leaves, and is physiologically standardized to produce a definite effect. The active constituents of digipuratum are insoluble in cold water and dilute acids, but very soluble in dilute alkalies; consequently, it produces no irritation in the stomach, and is readily absorbed in the intestine.

Diplosal: Salicyl-Salicylic Acid.—This salt is an ether of salicylic acid consisting of two molecules of the acid combined by condensation with elimination of water. It may be regarded as aspirin, in which the indifferent acetic acid is replaced by a salicylic acid group, or as salol in which carbolic acid is replaced by salicylic acid. Diplosal is an odorless, tasteless, crystalline powder, melting at 132°; difficultly soluble in cold water, 0.1 in 100 of hot water; freely soluble in alcohol (1 in 10), also in ether, but slightly in chloroform; in alkaline solutions it dissolves with formation of salts.

Di-Propaesin.—Consists of two molecules propaesin (para-amido benzoic acid propyl ester) united by the carbonyl group. It is a white, odorless and tasteless powder of neutral reaction, melting at 171°-172°. It is insoluble in water, slightly in alcohol and with difficulty in the other usual solvents.

Embrozin.—A mixture of dried egg albumin, powdered tragacanth, acetic acid, spirit of camphor, turpentine, alcohol and water. Intended to be used as a liniment.

Epilepticon.—A hemoglobin-iron-potassium bromide preparation in the form of tablets.

Epocol.—This preparation, which has been on the market for about five years, has been analyzed by F. Zernik, who gives the following as an approximate composition: Sodium benzoate, 45%; ammonium sulphoguaiacolate, 30%; sodium sulphoguaiacolate, 25%.

Ergothioneine.—Ergothioneine is a new base isolated by C. Tanret from ergot.

Ergotinal.—According to Pharmazeutische Zeitung, a liquid preparation of ergot.

Eucadol.—A deorodized tar preparation for skin affections.

Eulatin.—The amidobrombenzoic acid derivative of dimethylphenylpyrazolon. It is a white, nearly odorless powder, of faintly acid taste.

Fascolum Pulveratum.—A product from bituminous slate. Marketed in the form of tablets and suppositories and intended for the treatment of eczema, intestinal catarrh, hemorrhoids, etc.

Ferralbol.—A combination of egg albumen with 3% of iron and 1% of lecithin. It is put on the market as ferralbol-chocolate tablets and ferralbol-cacao, each containing 5% of the substance. The latter is administered in soup or milk.

Fersinal.—An iron preparation containing 0.6% of metallic iron in metallic combination and non-alcoholic.

Formatorol.—A mixture of chinosol, aluminum acetate, tartaric acid, and boric acid or sodium borate.

Fumiform.—Under this name tablets, weighing

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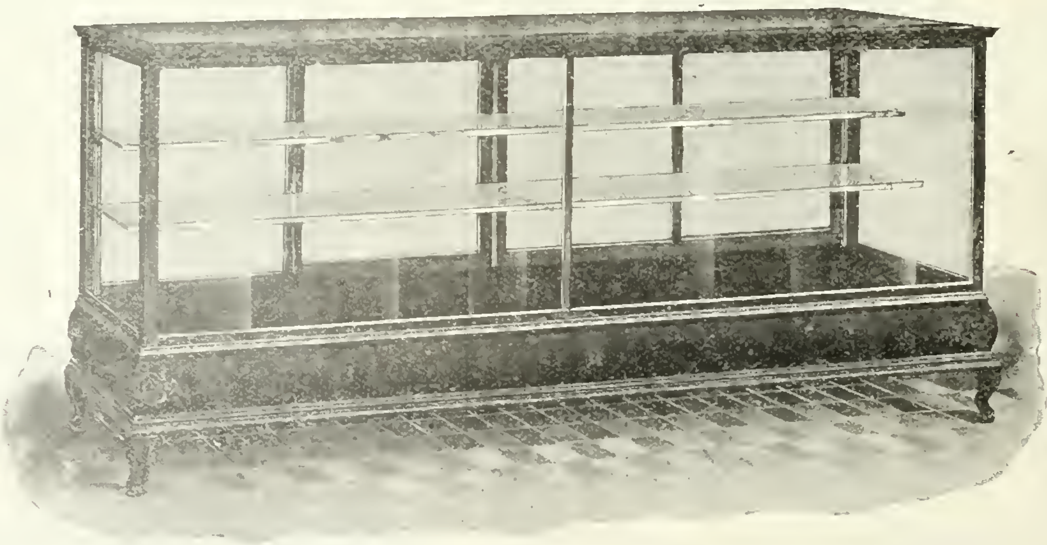

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two grams each and said to consist of a mixture of purified asphalt, myrrh and benzoin, have been put on the market. The tablets are vaporized in a tightly closed room, in an apparatus especially constructed for the purpose. Patients suffering from pulmonary tuberculosis are to remain in these vapor-filled rooms from one to two hours. The fumigation is to be carried on once or twice a day.

Gallisol.—According to Dr. V. Bock (Deutsche Medizin, Wochenschr.), a mixture of calcium sulphide, castor oil, birch tar, alcohol and oil of peppermint. It is a black liquid, employed in diseases of the gall-stones in doses of from 25 to 30 drops to a tablespoonful of water three times daily.

Geatolose.—A synthetic preparation, says the Pharmazeutische Zentralhalle, of rubber-like consistence, elastic, and of a uniform grayish-green color. It melts at 26° to a syrupy liquid which is readily miscible with water.

Gichtosan.—A gout preparation said to contain menthol, ichthyol, chloral hydrate, camphor, borax and methyl salicylate.

Grafolin.—An ointment base, the composition of which is unknown to all but the manufacturer.

Gynoval.—Under this name are sold gelatine-coated capsules of an emerald green color, containing each 0.25 grams of the isoborneal ester of isovaleric acid. The ester is obtained by the action of valeric acid on isoborneal. It is a colorless liquid of neutral reaction, aromatic odor and mild taste, boiling, between 132° and 138° at a pressure of 12 millimeters and of specific gravity 0.952 to 0.957 at 15°. It is practically insoluble in water, easily soluble in alcohol, ether, acetone, petroleum ether, benzine, and chloroform.

Haematose (Richard Paul's).—Said to be a wine of cinchona and iron phosphate. It is also made with arsenous acid (1 mg. to every 20 grams), and called Arsen-Haematose.

(Paul's Haematose must not be confounded with another haematose, a dietic preparation containing iron and placed on the market more than ten years ago.)

Hectine.—A sodium salt of benzosulphonpara-amino-phenylarsenic acid. Crystallizes in long needles, and is easily soluble in water. The solution can be sterilized without decomposing.

A combination of hectine and mercury is known as hectargyre.

Helkomene.—The dibromobeta-oxynaphthoate of bismuth, which is obtained by treating beta-oxynapththoic acid with bromine in acetic acid solution and boiling the resulting product with bismuth hydroxide. It occurs in the form of a fine powder devoid of odor and insoluble in all the ordinary solvents. It can be heated at 110° without decomposing.

Hygiopon.—An iron preparation, said to contain 22% of ferrous chloride, 3.6% of ferric chloride, 2.8% of sodium chloride, and 6.67% of free hydrochloric acid. A clear, greenish-yellow liquid, with acid reaction.

Hygroferment.—A colloidal form of mercury.

Ichnol.—An alcoholic solution of oil of cloves and other essential oils. It has a green color, due to the presence of chlorophyll.

Indoform.—At first supposed to be the acetic acid ester of salicyl methylene, but proved by Frerichs to consist of a mixture of one part of salicylic acid and two parts of acetyl salicylic acid, with traces of formaldehyde and salicylic acid methyl ester.

Iodival.—Mono-iodo-valeryl urea. A white powder soluble in hot water and alcohol, insoluble in cold water. Contains 47% of iodine.

Iron Tuberculins.—The following iron tuberculins have been prepared by Ditthorn and Schultz, says the Pharmazeutische Zentralhalle: Solution A. The albuminous substances present in old tuberculin are precipitated by means of solution of ferric oxychloride; the brownish-yellow precipitate is washed with water until the washings cease to show reactions for chlorine and for albumin. The well-drained precipitate is thereupon dissolved in very dilute solution of caustic soda.

Solution B. The tubercular bacilli remaining after the preparation of old tuberculin are kept in a shaking apparatus for twenty-four hours with sterilized water or very dilute aqueous solution of phenol. The liquid obtained by centrifuging is treated as in Solution A. A preparation is thus obtained which contains only the soluble constituents of the bacilli.

Solution E. The bacilli are separated from the culture broth, thoroughly washed with sterilized water, dried at 37° C., and their fat extracted by anhydrous ether. The ether insoluble residue is treated as in B and A.

Solution S. The broth of a 5- to 8-weeks-old culture is separated from the mass of bacteria, concentrated to one-tenth of its volume, and treated as in A.

The fat extracted by ether in the preparation of solution E is suspended in glycerin. This gives another tuberculin.

Jecorissal.—A substitute for cod-liver oil, in solid form. Nothing is known regarding its composition.

Jodurol.—Said to be an oil containing 5% of ferrous iodide, 100 grams of which, when mixed with 2.5 kilograms of cod-liver oil, will give a ferrated cod-liver oil containing 0.2% of ferrous iodide.

Kadugen.—According to the Vierteljahrschrift fur praktische Pharmazie, a preparation used externally in anaemia and containing 2% metallic iron.

Kephaldol.—Zernik, in the Apotheker Zeitung, states that this is a mixture containing approximately 50% phenacetin, 32% salicylic acid and 5% citric acid, the latter combined with quinine (4%) and with sodium.

Kochlylsin.—A tuberculosis serum, regarding the properties of which little is as yet known, says the Pharmazeutische Zentralhalle.

Kola-Duetz.—According to the Pharmazeutische

Zentralhalle, tablets containing kola and calcium phosphate, vanilin being added as a flavoring agent.

Kolafer.—Contains a combination of kola, cinchona and iron.

Lactalexin.—The Deutsche Medizinische Wochenschrift states that this preparation contains spermin, thymin, thyreoidin, and nucleinic acid, combined with sugar of milk to give stability.

Lactojod.—A yellowish powder, soluble in alkalies, insoluble in water and dilute acid, odorless, tasteless. Contains 8% of iodine and 86% of albumin.

Lactoserve.—A succedaneum for fresh buttermilk in cases of intestinal troubles, in the treatment of which the latter has proved beneficial. It is said to produce a rapid improvement in the movement of the intestines, a reduction of fever and increase in weight.

Lazarol.—The composition of this, according to Morner, is alcohol, 40%; ethyl acetate, 10%; acetic acid, 3%; volatile oils (cloves, peppermint, thyme and turpentine), 2%; glycerin, 2%; chinosal, 0.25%, and water.

Leciferrin.—A liquid, said to contain 0.5% of orolecithin, and 0.3% of freshly precipitated ferric hydroxide.

Lecitovin.—Contains, among other substances, lecithin, phosphoric acid, organically and inorganically combined, and haemoglobin.

Luesan.—A mercury-albumen compound in the form of tablets, each representing 0.0226 grams of mercury. The tablets are partly soluble in water. This preparation is not to be confounded with another known as Luesan A and B.

Medol.—A creolin liniment made by a secret process. It is intended especially for use in veterinary practice, as a remedy against the mange and all skin affections.

Meligrin.—The Apotheker Zeitung states that this substance is made by the condensation of dimethyl oxyquinine and methylphenylacetamid. It is a white, microcrystalline powder, with a bitter, somewhat burning taste, and is easily soluble in water. The melting point lies at 105°. It gives the isonitroso reaction, and evolves vapor of acetic acid when heated with hydrochloric acid.

Mercochinol.—A heavy, yellow powder, soluble in water to the extent of about 4 parts to the thousand. It contains 30% of mercury. The aqueous solution is in reality a colloidal suspension. The Vierteljahrschrift fur praktische Pharmazie suggests that it is probably obtained by saturating oxyquinolinesulphonic acid with mercuric oxide.

Morphosan.—Morphine-bromo-methylate. White crystals, with difficulty soluble in cold water, easily soluble in hot water. The solutions turn brown on sterilizing.

Neurosedat.—According to G. & R. Fritz-Petzoldt & Suss, the manufacturers, is a sedative containing bromine, codeine, hyoscine, valerian and gentian.

Nicocol.—Under this name G. & R. Fritz-Petzoldt & Suss, introduce a preparation in four different strengths, said to consist of diethyl-glycol-guaiacol and the extract of walnut leaves and tobacco. It is used as an injection in pulmonary tuberculosis.

Nizine.—Nizine, or zinc sulphanilate, is readily prepared by saturating sulphanilic acid with zinc oxide, or by double decomposition between barium sulphanilate and zinc sulphate. The compound has the formula $(C_6H_4 \cdot NH_2 \cdot SO_3)_2 Zn + 4 H_2O$.

It occurs in the form of large cubical crystals, slightly yellow in color, or as a fine powder; the taste is slightly bitter.

It dissolves readily in water (1:6 at 25°). The aqueous solution is slightly acid to litmus. Nizine is insoluble in alcohol and in ether.

Novolax, Rheumase.—Phenolphthalein and tamarind tablets, coated with chocolate. A similar preparation is Rheumase, a salicylic acid preparation containing capsicum and intended for external use.

Odylis.—Terpin resorcinate, obtained by gently heating 110 grams resorcin with 1 gram molecular weight of terpin in a porcelain capsule. It is described as a thick, oily liquid, of strong, agreeable odor and yellow color. It is easily mixable with fatty substances, and dissolves readily in alcohol, ether and oils.

Opsonogen.—A culture of staphylococci intended to be used as a vaccine.

Orundon.—A liquid and a solid preparation, are marketed under this name as anti-rheumatics and anti-neuralgics.

Ozin.—An effervescent salt, containing a peroxide.

Ozonal.—Similar to sedlozon.

Ozonatone.—A mixture of oil of turpentine, oil of eucalyptus, oil of bergamot, benzine, oil of cassia and balsam of tolu.

Para-Plejapyrine.—A chemical compound of equal molecular weights of paratonol sulphamide and phenyl-dimethyl pyrazolone.

Pergenol.—A mixture of sodium perborate and sodium bitartrate. When dissolved in water it forms hydrogen peroxide, boric acid and neutral sodium tartrate. It has been called "solid hydrogen peroxide"—wrongly, of course.

Propaesin.—The protected trade name for the propyl ester of para-amido benzoic acid. The compound occurs in the form of white crystals, melting at 73° to 74°, has an alkaline reaction and is somewhat sensitive to light. Propaesin is but slightly soluble in water, very soluble in alcohol and benzol; fixed oils dissolve it, in the cold, to the extent of 7%.

Projodin.—The same as Lactojod.

Purjodal.—Syrup of sarsaparilla with potassium iodide—so it is said.

Pyricit.—A mixture of sodium bisulphate and borofluoride compounds. It is a light gray powder, readily soluble in water, and is used in 2% solution for disinfecting purposes and for sterilizing apparatus of various kinds.

Radiol.—Described as a product obtained from the

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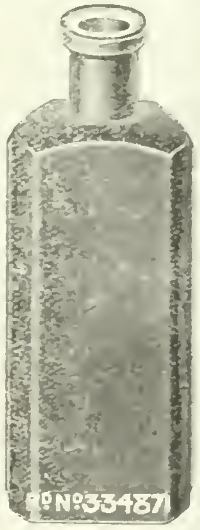

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radioactive mud of the Kreuznach Springs. Put on the market in the form of compression, bandages, suppositories, ointment and soap.

Regenerin. This preparation comes in three forms, liquid, powder and tablets. The liquid (Apothek. Ztg.) is clear, of a brownish red color, containing a compound of 0.3% lecithin with 0.6% iron and 0.1% manganese. The powder and tablets consist of 14% sodium glycerophosphate, 14% of iron lactate and 72% of Leube's stomach powder.

Resorcinoform.—Resorcinoform is an antiseptic, occurring in the form of a red, amorphous powder. It has neither taste nor odor. When placed upon wounds it exerts the action both of resorcin and formaldehyde.

Robylan.—Said to contain 10% lecithin albumin and 6% of iron, in organic combination.

Salenal.—A pomade composed of 33 1-3% of pure salene and a base, which, according to the claims of the manufacturer, can be prepared advantageously in large quantities only. It is put on the market in tubes, in which it is said to keep indefinitely.

Salene.—A mixture of the methyl- and ethyl-glycolic ethers of salicylic acid. The methyl-ether occurs in the form of white crystals, melting at 28°-29°; the ethyl-ether is also white and crystalline, and melts at 38°-39°. The mixture of the two compounds is liquid at ordinary temperature, and does not solidify until at about 5° to 10°.

Salene is an oily liquid, readily soluble in alcohol, ether, benzine, castor oil, and in mixtures of equal parts of olive and castor oils or of olive oil and chloroform. It is but slightly soluble in pure olive oil.

Sedlozin.—Trade-mark name for a mixture of sodium peroxide and sodium bicarbonate. Added to water it produces an "Oxygen bath."

Siccoform.—Tablets containing 0.01 gram formaldehyde, chemically combined, methol, sugar and aromatic substances. Used as a disinfectant of the oral cavity.

Siran.—Potassium sulphoguaiacolate and thyme extract. This preparation is carbonated and peppermint oil is added to flavor.

Soamin.—A preparation similar in its therapeutic properties to atoxyl. It is said to contain 22.8% arsenic (corresponding to 30.1% arsenic trioxide), and is free from arsenites and arsenates. With 5 parts of cold water it yields a neutral, sterilizable solution. It is incompatible with acids and solutions of metallic salts and quinine salts. It is only one-fortieth as poisonous as arsenous acid.

Sodium Amidophenylarsenate.—A white, crystalline, water-soluble, odorless and tasteless powder, recommended in the treatment of syphillis, sleeping sickness, etc.

Solvosicca.—Various iron salts in dry form, which are to be used in the preparation of iron and iron-manganese solutions. They are soluble in cold water, contain the necessary quantity of sugar for the "sweetened" solutions, and are so standardized as to yield solutions of a definite iron content. The solution can be prepared within an hour.

There have been placed on the market Solvosiccum ferri peptonati, for the preparation of liquor ferri peptonati dulcis neutral, with 0.1% iron, solvosiccum ferro-mangani peptonati, for the preparation of liquor ferro-mangani dulcis neutral, 0.6% iron and 0.1% manganese, and solvosiccum ferri albuminati for solution of albuminate of iron, clear, neutral and without alkali.

Sphagnol.—An oil obtained by the dry distillation of peat. Used in the form of ointment, pomade, and soap.

Steriligen.—Pastilles of meta and tetra boric acid, sodium bicarbonate, talcum and other substances.

Succinol.—The destructive distillation of amber yields a tar oil, which, in purified form, is put on the market under the name of succinol.

Syrgol.—Syrgol is a preparation containing, according to the Vieteljahrschrift fur praktische Pharmazie, silver in the form of colloidal oxide. It occurs in the form of small brownish black, lustrous, odorless tablets, mith metallic taste, which dissolves slowly but completely in 2 parts of water. From solution it is not precipitated by mineral acids, solution of albumin nor chlorides. It is also readily soluble in warm glycerin, but insoluble in ether, chloroform, benzine and acetone. The solution of 2 parts to 1,000 is reddish-brown, exhibiting a faint green fluorescence. Syrgol contains 20% of metallic silver.

Tanargentan.—A grayish-black, granular powder, with a metallic lustre, and contains approximately 10% of silver and 15% of tannin. It dissolves slightly in ammonia water and in fairly strong solutions of caustic alkalies, the solution exhibiting a brownish-black color. Alcohol dissolves traces of tannin. The silver is so firmly held in combination that its presence can be detected only after incinerating the compound.

Thiodine.—An iodo-compound obtained by heating together molecular proportions of ethyl iodide and thiosinamine, under a reflux condenser. Its formula is $SC\ (NH\ .C_3H_5)\ (NH_2\ C_2H_5)$. It is a white, crystalline substance; melting point 68° F.; is readily soluble in water, sparingly in alcohol. It finds employment in tabes, swelling on the lymphatic glands and other affections of syphilitic origin.

Thiopinol.—Matzka, in 1903, patented a process for the preparation of sulphur baths which made it possible to prevent the development of free hydrogen sulphide, and the consequent action of the gas upon metal bath tubs. The name Thiopinol is given to the alkaline combination of sulphur which these baths contain. A bottle of thiopinol, holding 125 c.c. of the bath preparation, is said to have the following composition: Alcohol, 83.5 grams; volatile pine oils, 18.88 grams; potassium sulphide, 14.34 grams; potassium sulphate, 0.0625 gram, and glycerin, 4.38 grams. A thiopinol-sulphur soap and thiopinol head wash are also made.

Thymocain.—A local anaesthetic for use in dental surgery. Zernik (Apoth. Ztg.) states that it is a solution of cocaine hydrochloric (somewhat over 1%) and 1% of sodium chloride. Small quantities of alcohol and thymol are also said to be present.

Thyresol.—The trade name for santalyl methyl ether. It is a nearly colorless liquid, with an odor resembling that of cedar wood, and of feebly aromatic taste. It is almost insoluble in water, but mixes in all proportions to a clear solution with alcohol, ether, chloroform, acetone, petroleum ether and fatty and essential oils.

Valisan.—A compound of bromine and bornyval (borneal isovalerianate). Valisan contains 25.2% bromine, 48.3% borneal and 26.5% isovalerianic acid. It is employed as a sedative in nervous diseases in doses of .025 gram to 1 gram. It is found in the market in the form of capsules of 0.25 gram each.

Zeo-Paste.—A tooth paste containing magnesium peroxide potassium chlorate and a flavoring substance.

Zincochinol.—The zinc salt of oxyquinoline-sulphonic acid. It occurs in the form of a light, yellow powder, almost insoluble in water, and containing about 80% of the acid and 20% of zinc oxide.

SUPPOSITORY BASE.

By H. A. B. Dunning.

While cocoa butter is without doubt a very satisfactory suppository base, generally speaking, in several particulars it is lacking, particularly when used in southern latitudes. Suppositories prepared with cocoa butter as the base will not stand exposure to the summer heat. On very hot days they are apt to be in bad condition on receipt by customers, even when sent directly from the iced moulds, depending of course on the distance sent, or rather upon the time exposed.

Again cocoa butter proves unsatisfactory when combined with a large percentage of solid extracts, 5 grains to the 30-grain suppository. Particularly is this true of extract of witch hazel; the fault here is apparently because of the fact that when liquefied the fluidity of cocoa butter is great, it lacks viscosity, and unless kept very near the congealing point, a more or less difficult proposition, the extracts will separate from the butter either in fine particles or sometimes as a mass. In some cases this will occur even when the cocoa butter is sufficiently cool to be creamy.

Of course in searching for a substitute to be used when it is desired to combat the difficulties mentioned, it must be borne in mind that the substance must melt around 98 degrees Fahr.

Several years back I recommended in a collection of notes read, I think before the Practical Pharmacy Section, the use of cocoa butter containing 15 per cent. castor oil, 10 per cent. white wax, as a substitute for cocoa butter for summer use.

Having a complaint about some adrenalin suppositories prepared with this base, this led to the following investigation.

Although the mode of testing is doubtless very crude, I think the comparative results are fairly satisfactory and somewhat instructive. The chief test was carried out by holding suppositories of cocoa butter and cocoa butter in various combinations in the hand and noting the effect while being timed.

In several cases the capacity for heat was observed in the following crude but comparatively accurate manner: a definite weight of paraffin was kept liquid on a sand bath; in the paraffin was suspended a definite quantity of water in a beaker, which was kept at a constant temperature. In testing the suppository by this method it was floated in the heated water and the time required for it to melt was noted.

Experiments.

Cocoa butter suppository, m.p. 33 degrees C. about, when held in hand is softened in 3 minutes and melts in 6, runs freely and spreads rapidly over a large surface. When tested by warm water method requires 3 minutes to liquefy.

Cocoa butter with 10 per cent. castor oil, m.p. 32 degrees C. about, held in hand is softened in about 3 minutes, melts in 5, runs freely and spreads rapidly, is less liquid than plain cocoa butter. With warm-water method melts in 2 minutes and 40 seconds.

Cocoa butter with 15 per cent. castor oil, 10 per cent. white wax, held in hand softens in 10 minutes, becomes creamy in 20 minutes, does not run or spread well, but has a tendency to hold its shape.

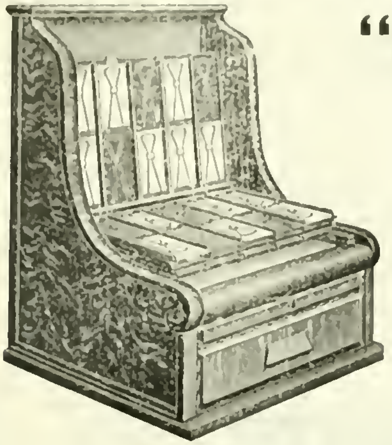
Cocoa butter with 15 per cent. castor oil, white wax 5 per cent., m.p. 36 degrees C. about, held in hand softens in about 10 minutes, becomes creamy in 17 minutes, and otherwise acts very much as the preceding one.

Cocoa butter with castor oil 10 per cent., white wax 2½ per cent., m.p. 34 degrees C. about, held in hand softens in 11 minutes, melts in 16 minutes, runs freely and spreads nicely. With warm water liquefies in 4¾ minutes.

Cocoa butter with castor oil 15 per cent., white wax 2½ per cent., characteristics very similar to preceding one, softens in 8 minutes, melts in 11, runs more freely than one preceding.

These experiments led me to suggest that for use in summer time, and when a large percentage of solid extracts are dispensed, a base composed of cocoa butter containing castor oil 10 per cent., white wax 2½ per cent., is more satisfactory than cocoa butter. This mixture melts at body temperature and spreads quite freely.

The examination of some suppositories in the following combinations, cocoa butter, adrenalin, water; cocoa butter, hydrochloric acid diluted, water; cocoa



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butter, adrenalin, hydrochloric acid dilute and water, seems to show that the addition of 1-24 grain adrenalin to 30 grain suppository increases the resistance of cocoa butter to heat and prevents the suppository melting freely at body temperature.

DISPENSING OF EYE SOLUTIONS.

In a paper read before the Kentucky Homeopathic Medical Association, Dr. Orrin L. Smith made the following suggestions regarding the dispensing of solutions intended for use in the eye, which might be advantageously adopted by pharmacists: (Nat. Drugg.)

"The lack of special care by pharmacists in dispensing solutions intended for use about the eye, the careless use thereafter by patients and the altogether too frequent accidental introduction of destructive solutions in eyes, led me, some years ago, to devise some method that would at least decrease, if not eliminate, these dangers.

"As a result a substantial pasteboard box was ordered that would exclude dust and light and accommodate two half-ounce bottles. A special compartment for droppers was so arranged that with their insertion in the apertures of the partition, their proximal ends were not in contact with each other or the box.

"Considering that eye droppers have been almost universally dispensed without attention to special cleanliness, and left by users on shelves exposed to dust and wash-basin splashings, etc., it seemed wise to deliver to the patient a sterile dropper and then instruct him in the care of the same.

"After much experimentation with the sterilizing proposition, we found black or red gum to be the only practical form of rubber that would sterilize satisfactorily, for with every attempt to sterilize the white rubber there would occur the white sulphur deposits so annoying to all concerned.

"For the further protection of the patient it seemed wise to attach simple directions relative to the care of the solutions, so that the following instructions are plainly printed on the top of every box containing eye solutions prescribed by me and dispensed by my own pharmacist.

" 'As eye solutions are sensitive to light, heat and dust exposures, keep bottle in box, out of reach of children, in a dark, cool place, and standing upright. This dropper has been sterilized and is ready for use, after which rinse well in hot water and return immediately to proper place in box.'

"Latterly to further safeguard those patients who do not obey directions, and whose solutions are dispensed by other pharmacists than my own, I stamp across each prescription blank in red ink the following: 'Dispense in rough amber bottle.' This color protects adrenalin and silver solutions, and the rough surface announces at once, even in the dark, that the bottle contains an eye solution.

"So far as I have been able to ascertain there never has been in use for any purpose whatsoever a rough amber bottle.

"It would seem that the general use of the above mentioned method of dispensing solutions or even the use of the rough amber bottle would greatly limit, at least, the accidental installation of alcohol, carbolic acid, iodine and other medicaments so destructive to the eye."

GLYCERITUM IODI.*

By Franklin M. Apple, Ph.G.

Brevity has been designated as the soul of wit, and, similarly, simplicity may be regarded as the advance agent of accuracy, hence I will recommend that the formula for unguentum iodi U. S. P. be altered to read:

℞	Glycerite of iodine	20 grams.
	Benzoinated lard	80 grams.
		—
		100 grams.

As this ointment is directed to be freshly made when required and as it is more frequently prescribed in small amount in combination with other medicated ointments than in any other way, the process for preparing it should be made more simple, which can readily be accomplished by admitting to the official preparations glycerite of iodine, which represents exactly the quantities directed to be employed in preparing ung. iodi U. S. P., as the following formula will demonstrate:

℞	Glycerite of iodine.	
	Iodine	20 grams.
	Iodide of potassium	20 grams.
	Glycerine	60 grams.
		—
		100 grams.

As the official tincture of iodine contains potassium iodide to render it more stable, I have no doubt whatever concerning the stability of the proposed glycerite of iodine, hence can see no disadvantages to this proposed alteration and addition to our list of official preparations.

If called upon to dispense an ointment which calls for one drahm of ung. iodi in one ounce of finished product, no one can question the greater accuracy of the finished product and the lesser amount of time required to compound the same when the modified formula is followed, and all these advantages can be gained by the simple course suggested.

A comparison of the proposed glycerite with the official glyceritum acidi tannici will show a striking similarity in method of preparation, minus the heat, and will also offer a precedent in justification of the proposed action. Certainly if we are justified in having formulas for such simple mixtures as glycer-

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Read befcre the Section on Practical Pharmacy and Dispensary of the American Pharmaceutical Association.

ite of phenol, liniment of chloroform, spirits of ether, spirits of camphor, etc., which are supposed to be kept in readiness for quick dispensing, the proposed preparation of iodine has some excuse for its proposed birth. As previously stated, simplicity may be regarded as the advance agent of accuracy.

GLEITPUDER.

This is the name given by Pinkus and Unna to a kind of dusting-powder which possesses in the highest degree the property of lightness, and flows or glides after the manner of lycopodium. Other examples of natural "gleitpuder" are finely powdered starch and light magnesium carbonate. With these bases are combined carnauba wax, so as to make the powders resist the action of moisture. A base such as is here referred to is made as follows:

Potash starch	98 parts.
Carnauba wax	1 part.
Light magnesium carbonate	1 part.

The following are examples of medicated "gleitpuder":

1.

Potato starch	89 parts.
Zinc oxide	10 parts.
Carnauba wax	1 part.
Ichthyol solution (1%)	5 parts.
Eosine solution (1%)	5 parts.

2

Zinc oxide	5 parts.
Lycopodium	100 parts.
Eosine solution (1%)	10 parts.

Formulas are also given in which alum, tannin, bismuth, oxychloride and sulphur replace a portion of the magnesium carbonate or zinc oxide in the recipes as given above.—Chem. and Drug.

DIPLOSAL: SALICYL-SALICYLIC ACID.

This salt is an ether of salicylic acid consisting of two molecules of the acid combined by condensation with elimination of water. It may be regarded as aspirin, in which the indifferent acetic acid is replaced by a salicylic acid group, or as salol in which carbolic acid is replaced by salicylic acid. The salt thus has a much greater salicylic acid content than any other derivative. One hundred parts are able to develop 107 parts of salicylic acid in the organism, owing to its taking up water, corresponding therefore to 140 to 200 of any other salicylic acid derivatives which contain only from 53% to 77% of the acid. Sodium salicylate itself contains only 86%, aspirin gives rise to 7%, and salol to 64%. Diplosal is an odorless, tasteless, crystaline powder, melting at 132 degrees; difficultly soluble in cold water, 0.1 in 100 of hot water; freely soluble in alcohol (1 10), also in ether, but slightly in chloroform; in alkaline solutions it dissolves with formation of salts. No hydrolysis of this derivative to salicylic acid takes place in the stomach. In the presence of alkali, however, in such strength as that which occurs normally in the intestine, the substance is rapidly hydrolyzed into salicylic acid, which would rapidly be absorbed as sodium salicylate. On heating the salt in a porcelain dish it volatilizes, leaving a dark brown residue which, on further heating, gives off pungent fumes. If 0.5 gm. be taken by the mouth the ferric chloride reaction can readily be obtained in the urine within an hour and a half, showing that the substance is quickly absorbed.—Pharm. Journ.

AN ECBOLIC SYNTHESIZED.

Para-hydroxyphenyl-ethyl-amine is a water soluble principle of ergot, which has been isolated and synthesized by Dr. G. Barger, one of the discoverers of ergotoxine. It has the property of stimulating the uterus to contract, and we understand that the compound is identical with the active constituent or hormone of the human placenta, to which reference was made in the Journal of December 7, 1907. The compound appears to have been first isolated from decayed meat.—Ph. Journal.

POTASSIUM PERBORATE.

Potassium perborate is a white powder, microcrystalline in character and soluble with great difficulty in cold water. In warm water it dissolves more readily, with partial decomposition. It is insoluble in alcohol and ether. It is made by treating 100 cubic centimeters of a 75% solution of potassium metaborate with 1,020 cubic centimeters of hydrogen peroxide in 3% solution, filtering, and adding 900 cubic centimeters of methyl alcohol. The methyl alcohol precipitates a perborate of the formulae 2KBO .H O, with the properties described above.

If a 30% solution of hydrogen peroxide (perhydral) be used in treating the caustic potash solution, a compound with the formula 2KBO .H O is obtained. It is a white powder, not decomposed by the air at ordinary temperatures. Both of the compounds give off oxygen on warning; they are said to be stronger antiseptics than boric acid or potassium chlorate.

SHORT ON BACKBONE.

Retail merchants submit patiently to many evils because they lack the moral courage to fight for their rights. Take the question of credits as an instance; a retailer grants credit without specifically limiting the time the account is to run, or, if a limit is set and it is exceeded, is afraid to insist upon the agreement being carried out for fear that a customer will be lost.

As a matter of fact, customers have a wholesome respect for a merchant who insists upon his rules being carried out, and the retailer who insists upon payments being made when due is the one who is usually paid first; the easy fellow waits.—Merchants' Index.

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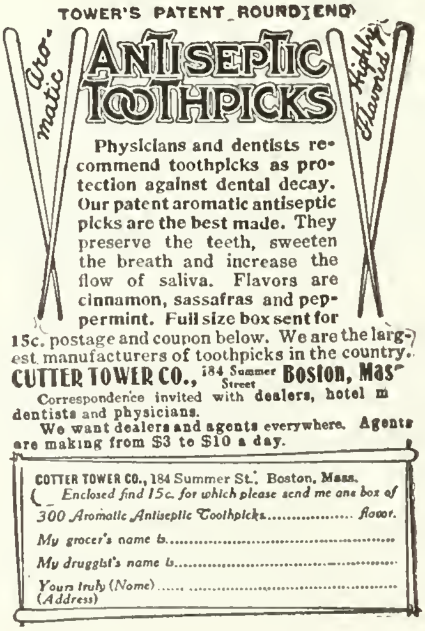

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Amongst the many "side lines" which druggists of Canada handle, there is none perhaps more generally adopted than that of Stationery and Stationers' Supplies. This applies to all parts of the country and all conditions of the drug trade, for we find in the city stores, handsome papeteries and other lines in stationery which are brought prominently to the front as an integral part of the druggist's stock-in-trade, and in the smaller towns this exists to a still larger extent, many retailers finding their stationery department a larger source of revenue even than that obtained from the drug section.

It is a "side line" very much in keeping with the many lines outside of drugs proper, and the dispensing department.

A number of our retail druggists handle stationery and supplies generally without touching the general book stock or very frequently its general accompaniment of wall papers, while on the other hand a large proportion handle all three, thus providing in one store a combination of lines of goods which appeal to the members of the household.

Profits on these lines are good, and as a rule are saleable at all seasons of the year, and the general experience of the trade is that it is one of the most desirable additions to the retail druggist's stock that one can carry.

Inclusive in this stock, of course, should be the excellent "drawing" lines of pictorial post cards, and cards for the various seasons of the year, fountain pens and various desk and office necessities, which form usually a profitable part of the stock. Our readers will always find the announcements of prominent wholesale stationers, etc., in our columns, as advertisers in these lines of goods have recognized two things in particular, namely, the large amount of this class of goods which is being sold by retail druggists, and also the excellent results which have been obtained by advertising their wares in our Journal.

THE POSTAL CARD

The postal card, which has revolutionized communications by mail, is celebrating this year its fortieth anniversary, says The Bookseller. It is generally believed that it was born in Germany, because somewhere about 1865 a German postman evolved the idea of having open letters sent by mail at a reduced postal rate. But the German Government neglected the matter for four years, and allowed Austria to get ahead of her. On the first of October, 1869, the Austrian administration, in accordance with the suggestion of Prof. Hermann, put into circulation the first postal card. Three months afterwards, the Postal Department of Austria-Hungary had sold three millions of them.

As a result of the success, Germany, in 1870, also decided to institute this postal reform, and Great Britain followed suit. After that, in chronological order, came the following countries: Luxembourg, Switzerland, Belgium, Holland, the Scandinavian countries, and Russia. America came afterwards, followed by France and Spain. In Italy the postal card was introduced in 1871, and in Greece in 1876. On the day that the universal postal union was agreed upon, the first of July, 1878, the circulation of the postal card became general. Ever since the postal card became an illustrated article, its increase has become something marvellous.

SEASONABLE POST CARDS.

St. Patrick's and Easter Post Cards in a large range of designs and at several prices are among the seasonable goods being shown by Buntin Gillies and Company, Ltd., Hamilton and Montreal.

A good line has been added to their range of Mounting Boards in 8 ply Rippled Mounts, which, as their name implies, are finished with a rippled surface in 5 colors, White, Friar's Grey, Ecru, Brown and Sepia. Samples and prices of this popular line will be furnished on request.

ENGLISH READERS PROTEST.

It seems that the British fiction-reading public has wearied of the "crude eroticism" which has been characteristic of the stories written by "women and young men" in England. Under the caption "The Worm Turns" The Sun in a recent editorial gives the present attitude of the subscribers to the great British circulating library, who have risen in revolt against the present-day fiction, compared with which the French romances are said to be innocent Sunday school stories.

So sincere is the aversion to this type of romance, that librarians have asked the publishers to send advance sheets of their publications, "intimating that they will not order books before they have read them carefully." This attitude is purely commercial, as the offence taken by the subscribers has meant considerable loss. The statement has been given forth from the public libraries that no book will be placed in circulation which, "by reason of the personally scandalous, libelous, immoral, or otherwise disagreeable nature of its contents, is in our opinion likely to prove offensive to any considerable section of our subscribers." The publishers are said to see the justice of this, and are willing to comply with the request. The mistakes that may arise and the ridicule that will inevitably result from this attitude will be small compared to the service rendered in keeping cheap, vulgar books from innocent subscribers, who would never think of getting them only under the impression that they are worth reading.

THE WINDOW DISPLAY.

Since the value of window displays have been so positively demonstrated, no dealer should be satisfied with show windows that are in any degree a waste of valuable space. In this age of competition, it is suicidal to let anything stand between you and increased business, if there is a possibility of overcoming the obstacle. I therefore advise the building of show windows that are as nearly ideal for display purposes as possible. If it is not advisable to alter your windows for some time, however, don't fail to make the best of your present windows. You will simply have to exercise more skill and ingenuity to make effective showings in a poor front.

Remember that a great many people who pass your store will devote only a glance to your display. As in all kinds of advertising that remain stationary while the observer is moving, simplicity is the supreme virtue of a window display. By this I mean that the "moral" must be apparent at a glance. If you fill a window with a great variety of goods, the casual observer cannot gain any particular impression which will be registered in his mind as a lasting idea. It is better to show only one line of goods at a time. The observer will then be made conscious of the fact that you have that line of goods. This seems like a slow process of acquainting people with your stock, but it is much better to impress one lasting idea upon the minds of prospective customers than to confuse them with a muddle from which no single idea can be extracted.

To be sure, some people will stop to gaze at your displays and in such cases secondary ideas can be acquired. Even then, however, the examination may not last for more than a few moments and the argument still holds good. Display one line effectively, but frequently change the displays. This will bring the quickest and more lasting results. It is exactly the same as with newspaper advertising. It is absolutely necessary to change frequently to bring results.

SOME DON'TS.

Don't think it a waste of time and money to take proper holidays and relaxation from business and home duties. Don't grudge the money on life and fire insurance, and others that seem advisable. Don't stint yourself and family of reasonable comforts and pleasures, so that by false economies money may be accumulated or saved for future luxuries. When the time comes to spend the hoarded money, many find themselves too old and broken down to enjoy it.

INKS FOR ILLUMINATED SHOW CARDS.

An almost endless series of colored inks for show card and sign writing is furnished by the water soluble analin dyes. A little mucilage added to the solution of the dye is necessary to make the latter adhere to the card. Good effects are also produced by the use of metallic bronze powders. As a vehicle for these the National Druggist suggests the following mixture:

Honey	15 parts
Alcohol	15 parts
Mucilage	120 parts
Water	1,000 parts
Bronze powder, a sufficient quantity, or about	100 parts

Rub the honey, alcohol, mucilage and bronze powder together in a mortar, then add the water. The mixture is to be shaken before using. You can get very artistic results by applying the colored inks with an air brush, a number of kinds of which are on the market.

THE TRUTH ABOUT GOODS.

The man who misrepresents his goods will find success hard to attain.

Every merchant should be very careful to gain and hold the confidence of his customers, as people will give most of their trade to the man in whom they have the most confidence.

Once gain the reputation of never misrepresenting your goods and you will find that while your customers may run for bargains to some other place they will come to you for everything in your line upon which they are afraid to risk their own judgment. On the other hand you will find that a customer who finds that you have misrepresented something will feel like only buying of you in cases where he is willing to trust his own judgment and cannot buy the same thing elsewhere without taking more trouble to do so.

Post yourself thoroughly on what the manufacturer claims for the goods you sell, and then confine your own claims to those made by the manufacturer and which he agrees to back up, and then see to it that he does back them up. Every meritorious article has plenty of good talking points if you are careful to find them out, and no misrepresentation is necessary or desirable. Keep your statements well within the facts and then the purchaser is not expecting the impossible.—Grocery World.

Jim Richards, the genial representative of the Beaver Flint Glass Co., Toronto., is looking happy these days. It is a daughter.

E. G. West & Co. are devoting much attention to the manufacturing of Effervescing Salts. Their Magnesia Citrate is an unusually fine article, and has a decided medicinal effect.

TANGLEFOOT

THE ORIGINAL FLY PAPER

For 25 years the Standard in Quality

All Others are Imitations

WE ARE NOW BOOKING CONTRACTS

For the Year, for—

MAGNESIA CITRATE, Effervescing

SODIUM PHOSPHATE, Effervescing

Large crystal, perfect effervescence, Thorough action. Best that money can buy

E. G. WEST & CO., Wholesale Druggists and Manufacturing Chemists

176 KING STREET EAST.

LABORATORY—158 LUKE STREET, TORONTO.

GOMBAULT'S CAUSTIC BALSAM

Always gives satisfaction to the Consumer and pays the Retail Druggist a good profit

None genuine without the signature of
The Lawrence-Williams Co.
Sole Proprietors & Distributors for the U.S. & CANADA. CLEVELAND, O.

THE GREATEST VETERINARY REMEDY OF THE AGE

Also an absolutely safe Liniment for External Use on the Human Body

At Wholesale Dealers, $12.00 doz. Retails at $1.50 per Bottle

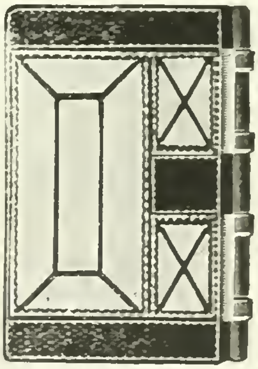
THE LAWRENCE WILLIAMS CO.

TORONTO, ONT. - CLEVELAND, O.

At the Beginning

OF THE YEAR
HAVE YOUR

Blank Book Stock Complete



GAGE'S BLANK BOOKS ARE THE STANDARD of VALUE

We manufacture every kind of Blank Book, from the cheap Pocket Memo Book to the finest full bound Bank Ledger.

W. J. GAGE & CO., Limited

MANUFACTURING STATIONERS,

TORONTO, ONT.

PAPER MILLS at ST. CATHARINES.

DEFENDER TRIPLE A.

A High Grade Developing Paper for

Professional Photography

Gives Rich Soft Tones, and as much Detail as any Printing-Out-Paper. A trial Package of one dozen Cabinets for 15c in stamps or cash.

ARGO

We carry a full line of Argo, Disco, Monox, and Ampere Papers, also

Vulcan Dry Plates

Write for Price-List and Dealers' Discounts.

DEFENDER PHOTO SUPPLY CO.

FACTORIES
ROCHESTER and PHILADELPHIA

131 Bay Street, Toronto

PHOTOGRAPHY

Fascinating, popular and useful are terms which may certainly be applied to the science of Photography, and especially in regard to the amateur photographer.

Years ago when we suggested the addition of photographic supplies to the druggist's stock-in-trade, we felt convinced that there was an excellent opening for this line, not only because it was so applicable to the drug business in handling photographic chemicals, as well as cameras and supplies generally, but also from the fact that it would prove a source of profit and at the same time a pleasure to the pharmacist himself.

Since our advocacy of this adjunct to the drug business other leading drug journals have taken up the matter, and as a result druggists, not only in Canada, but throughout the United States, have generally adopted the sale of photographic supplies as part of their general business.

It has proved to be a pleasant and profitable addition, and we find that our readers generally are taking an increased interest in this branch and we look for the still further development of the trade in this class of goods, which should form a special part of the stock of nearly every retail druggist.

It may be that a word of caution is necessary in reference to this line, and the retail druggist should make himself familiar with at least the first principles of photography and exercise judgment in the selection of his stock.

RESTORING FADED PHOTOGRAPHS.

Albumin photographic prints that have become dim with age may be intensified, according to the Professional and Amateur Photographer, by immersion in a saturated solution of mercury bichloride, containing about 1 c. c. (mil) of hydrochloric acid in each 1000 c. c. (mils). The print should be removed from the mount before being treated. It should be left in the solution until a purple tone is acquired; then washed thoroughly and dried.

Copying Pictures.

The photographer who wishes to photograph a painting will find that this is a task which can be done more satisfactorily out-of-doors than in the house. Not only is the light much stronger and the exposure much shorter—a matter of some consequence when a deep yellow screen is being employed—but it is much more easy to get the subject evenly lit. In fact, even lighting indoors is almost an impossibility; nearly all ordinary rooms, and a great many photographic studios, only being constructed to light an object from one side. It will be found, also, that brush marks and surface irregularities are much less in evidence when the work has been done out-of-doors; no doubt of this greater evenness of lighting.—Photography.

Toning and Fixing Solution.

The following formula is offered with confidence for many reasons. It gives permanent tones, as prints toned with it twelve years ago are in possession of the writer, and are still as good as ever. It can be sold at a reasonable price, it is rich in gold—a 'sine qua non' for a good bath—and is quickly and easily prepared.

Sodium Hyposulphite	5 oz.
Citric Acid	1 dr.
Lead Acetate	1 dr.
Ammonium Sulphocyanate	4 dr.
Distilled Water	20 oz.

Dissolve the hypo in the water, by means of heat, in an evaporating dish; add the citric acid, and boil the solution for two minutes; then add the lead acetate and the ammonium sulphocyanide. Filter when cold, and add

Gold Chloride	7 grn.

It will possibly be noticed that the quantity of gold is larger than found in many baths. This is so; but when one considers the rapidity with which this bath works, and the richness of the tones compared with ordinary preparations, the increased cost is more than compensated for by its greater efficiency and popularity. The directions for use are the same as those generally given on labels. The prints should be placed in the bath without previous washing, and when toned should be washed with the usual thoroughness.—Merck's Report.

A Useful Cement in the Studio.

The Artura Bulletin suggests that a cement made by fixing litharge with glycerine will be found very valuable for making most all kinds of repairs in the photographic studio, as it may be applied to almost any surface or material and, when thoroughly hardened, it is practically water, acid and heat proof. The litharge should be added to the glycerine. For repairing broken graduates, porcelain trays, etc., it should be of the consistency of thick cream. The edges of the break should be pressed firmly together and allowed to set until thoroughly hardened, while for repairing large-size cracks in wood or metal dishes, it should be mixed considerably thicker, almost to the consistency of putty. There are one hundred and one instances in which this cement will be found exceptionally useful.

A Pretty Avenue in Perth, Ontario, from photo by Rev. A. H. Scott.

DRYING NEGATIVES QUICKLY

I have found the following method of drying negatives quickly to work very well indeed says a contributor to "Photography." An ordinary gas burner is lit, and the flame turned down until it is about the same size as a candle flame. The negative is then taken out of the washing water, the surface water removed with a piece of fluffless rag, and it is then held about six inches above the gas flame with the glass side downwards and slowly moved backwards and forwards, taking care that the glass does not become too hot or the film will melt. It should dry in ten minutes. It is important that the negative has not been partly dried before the process was begun, or drying marks will result. (It should be pointed out that different makes of plate vary much in the degree of heat they will stand without injury, and it would be as well to test the plate in this respect to make sure that the film is sufficiently hardened for the method to be practical.—Ed.) If photographers are not willing at first to risk a good negative, let them wet a spoilt plate and see how quickly it will dry without accidents of any kind.

Stained Red Glass for the Dark-Room.

About sixteen years ago Abney demonstrated by exhaustive experiments the advantages of silver-stained red glass as a light-filter for the window of the dark room or the lamp, a larger proportion of visible illumination, in relation to the action on the plate, being obtained than when the ordinary flashed ruby-glass is used.

UNITED PHOTOGRAPHIC STORES LIMITED
UPS

ENSIGN
CAMERAS and
FILMS

The "ENSIGNETTE"

The Leading Camera this season for Films goes in the Vest Pocket, $9.00

Every Dealer should Stock Them

SOLE AGENTS

The United Photographic Stores, Limited

MONTREAL OTTAWA QUEBEC TORONTO

The Largest Import House in Holland in Patent Specialties

Firma, van Dijk van Laethem

DEN HAAG LEIDEN AMSTERDAM

Head Office: Den Haag, Holland.
A B C Code, 4th Edition used

Willing to place all new Medical Specialties on the Market

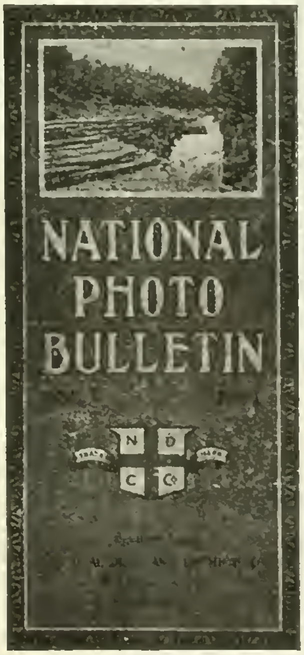
Illustrated Post Cards

Brown, Black and Colored
Birthday, Comic, Etc.

Please send five dollars for the newest and finest German novelties at wholesale rates.

Established 1895

VERLAG ANT. GERSTENKORN
HAMBURG



The National Photo Bulletin

will sell Photographic Goods for you

If you are handling our photographic goods, and will send us a list of names of those interested in photography in your town or district, we will each month mail to them free of charge a copy of our Photo Bulletin. The Bulletin is crammed full of useful information for photographers, including descriptions of the latest applications and methods. With the first copy we will send a letter stating that the Bulletin is sent at your request and that you will be pleased to show any of the articles described on it. Send in your list at once then note how your sales of photographic goods increase.

National Drug and Chemical Company of Canada, Limited

Montreal

ROBERT GIBSON & SONS

LIMITED

MANCHESTER AND LONDON

MEDICATED AND HIGH-CLASS - - LOZENGES

All Wholesale Houses in Canada Stock Our Goods

CACHOU LOZENGES Highly perfumed and of attractive color and shapes
GIBSON'S VOCAL LOZENGES (Top Note Producers)

Manufactory: CARLTON WORKS, Hulme, MANCHESTER

London Address: 4 New Zealand Avenue, Barbican, London, E.C.

ALKALIES IN DEVELOPERS

The active agent in most modern developers, exclusive of amidol and kindred compounds, is only effective when the solution is distinctly alkaline. The actual alkali employed is not very important, provided too much of it is not present, and provided, of course, that it makes the solution alkaline enough to work.

The proportion of alkali required for the purpose varies according to the nature of the substance used, and it may, therefore, be convenient if we quote the table given by Dr. Mason in the "Bulletin on Photography" recently, and show how it may be used. The following is the table:

Potassium hydrate (caustic potash)	112.
Sodium hydrate (caustic soda)	80.
Potassium carbonate	165.
Sodium carbonate (crystals)	286.
Sodium carbonate (anhydrous)	106.

Ammonia is not given on account of its general except with pyro, and even pyro-ammonia is rapidly going out of fashion. Caustic lithia as an alkali in a photographic developer is more of a curiosity than of any practical importance.

The use of such a table is a simple matter. If we are accustomed to employ any one of the alkaline compounds mentioned in it, and we wish to substitute for it one of the others, to find out how much of the new substance is required to replace a given amount of the old, we multiply the quantity of the old by the figures opposite the new and divide the result by the figures opposite the old.

Let us give an example. A photographer we will suppose has been in the habit of making up his developer with 240 grains of sodium carbonate crystals, and finds, on an emergency, that he has none left, but that he has plenty of potassium hydrate. To find out how much potassium hydrate he must use to replace his 240 grains of carbonate, he multiplies 240 by 112, getting 26,880. Dividing this by 286 he gets 94 (nearly). Instead of 240 grains of sodium carbonate, therefore, he may use 94 grains of potassium hydrate.

It should be pointed out that this only deals with relative developing power. As a matter of fact, the potassium hydrate would have a much more powerful action on the film of gelatine on the plate than would the sodium carbonate, and might soften it and make it frill.

The man with the big opportunity to-day is the man in the ranks.

A man must make up his mind, if he is going to succeed, that when he takes the other man's dollar he must give back to him an honest return.

Some opportunity will come at some time to every man. Then it depends upon himself and upon what he shall have made of himself what he makes of it and what it will make of him.—James J. Hill.

FOR FROSTING INCANDESCENT LAMP BULBS.

According to the International Library of Technology, there are several good solutions for frosting electric globes quickly for the temporary use of decorations. Perhaps the simplest is white shellac thinned with wood alcohol. Dipping the globes in this and allowing them to thoroughly drain and dry produces an excellent imitation of ground or frosted glass. The same solution, by adding analine dyes, may be used for coloring electric globes.

Another simple method for frosting is to dip them in a saturated solution of alum and water. To make a heavier coating repeat the dipping and drying process. Dipping the globes in a hot solution of sal-ammoniac will give about as good results as the alum solution.

All grease and dust should be removed from the globes by polishing them with whiting and tissue paper before applying frosting or coloring. A good frosting effect was recently obtained by brushing mucilage evenly over the globes, dusting them with talcum powder until entirely covered, and then allowing them to dry.

REMOVAL OF DRUG STAINS

Drug stains on the hands and linen may be removed as follows (Pharm. Zentralh.):

Iodine.—The stains disappear on moistening with ammonia or sodium thiosulphate.

Silver Nitrate.—These stains may be removed with potassium cyanide solution, or, with less danger, with concentrated potassium iodide solution. The yellow silver iodide formed in the latter case must be removed by means of a sodium thiosulphate solution. Sylla also recommends for the purpose a solution of mercuric chloride and ammonium chloride, of each 10 Gm. dissolved in 80 Cc. water.

Chrysarobin.—These stains are removed by treating with benzine, absolute alcohol, or chloroform. It is best to use the solvent warm.

Resorcinol.—Removed by means of a weak citric-acid solution.

Picric Acid.—These stains may be removed in two ways. Treat with an alkali sulphide solution for one minute and then wash out thoroughly with soap and water, or, cover the spots with a magma of magnesium carbonate and water, and assist the action by rubbing the magma on the stain with the finger.

Pyrogallol.—Old stains cannot be removed, but recent ones are to be treated as follows: Treat the stain with a 5—10-per cent. ferrous sulphate solution until it has acquired a deep black-blue color. Then wash well with water and apply an oxalic acid solution, whereby the iron compound of pyrogallol is decolorized. Then wash thoroughly with water.

Tar.—These stains may be removed with an alcoholic soap solution.

OPTICAL

"The retail druggists are the Opticians of Canada," is a truism which has been frequently cited and which we believe is borne out by facts. From the educational standpoint there certainly is no man better fitted for the practical application of optics than is the retail druggist, and his knowledge of anatomy and the general acquaintance with disease and symptoms puts him in a position to be next to the oculist, the most competent person to deal with any eye troubles.

The jeweler has his place in the mechanical work of frame fitting, and repairs and other necessities in the optical trade, but it must be admitted that the skilled pharmacist with his general knowledge is the most suitable person to undertake the proper fitting of glasses.

From one end of Canada to the other you will find drug store proprietors and clerks who have diligently taken up the study of optics, and so fitted themselves as to obtain certificates from various colleges showing their adaptability and their proficiency in this line of their profession. Such being the case, druggists have come to be generally recognized as authorities on eye troubles, so far as the fitting of spectacles, etc., is concerned.

We certainly do not advocate, and have always spoken against the idea of treatment of the eye by the retail druggist. This is a matter which should be left to the oculist alone, but it is in the proper fitting of glasses the druggist should be concerned. We advise strongly the coming druggist and pharmacy graduates to make themselves masters in this particular part of the profession, as it cannot but help prove not only an additional source of income, but also will form a very pleasing, fascinating part of their professional work.

Our readers will find advertisements of leading dealers in these goods in our advertising columns and the houses making their announcements with us are those of excellent reputation to the trade.

RAPID ADVANCES BEING MADE IN OPTOMETRY.

The Inventor of Spectacles in A.D. 1285—The Optometrist a Specialist—Legislation.

The following article appears in the announcements of one of the most progressive colleges of optometry in the United States, and furnishes interesting reading.

Optics has been recognized as an important science for centuries. Some fundamental optical principles were known more than 2,000 years ago. About 1285 A.D. optical laws were applied in a practical manner and spectacles were invented. From that time the application of these laws has become broader and broader, until now we have not only the eyeglass, but also the telescope, the microscope and the camera. The eyeglass, however, is the most important because of its universal application.

As dentistry grew out of mechanics, so optometry grew out of optics. Optometry is really specialized optics and is defined by law to be "the employment of any means other than the use of drug for the measurement of the power of vision and the adaptation of lenses for the aid thereof."

The optometrist is, therefore, a specialist, in the strictest and highest sense.

The calling is yet in its infancy; its ranks are unfilled; properly trained men are in demand; no other profession offers superior scope for original research, and in no other can the ambitious hope to advance with the same rapidity.

The older professions have for years been calling into their ranks men who were best fitted to take up their work; many have responded, and most of the high places are competently filled. Optometry is now for the first time making an earnest plea for specially trained men, and holds many high places open to those who will prepare themselves for them.

The following provinces and states have optometry laws:

Arizona, California, Delaware, Florida, Idaho, Indiana, Iowa, Kansas, Maine, Michigan, Minnesota, Montana, Nebraska, New Mexico, New York, North Carolina, North Dakota, Oregon, Rhode Island, Tennessee, Utah, Vermont, West Virginia, Washington. Provinces of Manitoba and Quebec.

All States are steadily raising their optometrical standards, and as each year passes it becomes more difficult to enter the field. To practice optometry in New York State applicants must now possess a preliminary education equivalent to two years in a registered high school and must be a graduate of a school of optometry giving a two years' course and maintaining standards satisfactory to the Board of Regents of the University of the State of New York.

Civilization and modern living conditions make constantly increasing demands on the organs of vision. In consequence, eyes in general are becoming weaker and require more aid. This self-evident condition creates a natural demand for the skilled optometrist to measure these defects and neutralize them with lenses.

(Continued on page 118)

OPTICAL EDUCATION BUSINESS AND SUCCESS

TO DRUGGISTS WHO WISH A LUCRATIVE OPTICAL PRACTICE

WE OFFER

Our Instructors come to you. Teach you the science. Establish a business which yields magnificent profits. You get the knowledge, optical patronage of your locality and all future business without spending one dollar. Write for particulars.

Empire College of Ophthalmology, Ltd., 358 Queen St. West, Toronto

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THE CANADIAN COLLEGE OF OPTICS.

OUR CORRESPONDENCE COURSE IN OPTICS has been such a success that we would like you to know what those who have taken it have to say. Correspondence Courses can begin any time. The same diploma is given correspondence students as class room students. Write for full particulars to **W. E. HAMILL, M. D., Oculist, Janes Building, TORONTO.**

PROFITABLE SIDE LINES

SEND FOR OUR 800 PAGE CATALOGUE

The OSKAMP-NOLTING Co.

411-413-415 Elm St.

CINCINNATI, OHIO

ASK FOR

"CRUSADER"

(REGISTERED)

The CHOICEST INVALID PORT

Its PURITY and AGE commend it for medicinal purposes. Sold only in bottles. For sale in cases, 12 quarts and 24 pints

J. S. HAMILTON & Co., Brantford

WHOLESALE DISTRIBUTORS FOR CANADA

THE "OLD RELIABLE"
PLANTEN'S
C&C
OR
BLACK
CAPSULES
POPULAR SINCE 1836

The formula of our late Mr. H. Planten.

H. PLANTEN & SON

93 HENRY ST. Established 1836 BROOKLYN, N.
"The Pioneer American Capsule House."

SAL HEPATICA

REVISED PRICES FOR CANADA

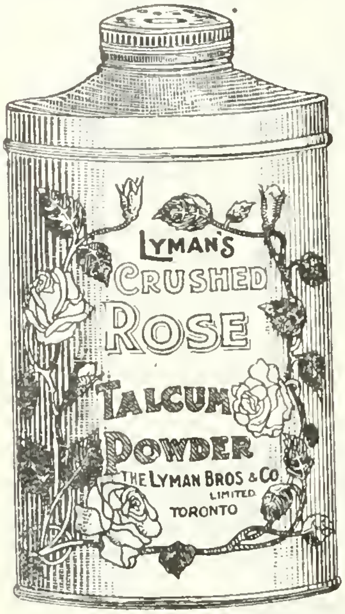
Small size, per doz.,	$2.85
Medium " "	6.80
Large " "	14.50

$20.00 lots less 5 p.c. trade discount
50.00 lots less 10 p.c. trade discount
Terms, 5 p.c. 30 days

BRISTOL-MYERS CO.
277-279 GREENE AVE.
BROOKLIN - NEW YORK

CANADIAN AGENTS
LYMAN, SONS & CO., Montreal
THE LYMAN BROS. & CO., Ltd., Toronto

SPECIAL !



Lyman's Talcum Powder

Crushed Rose, White and Pink
Crushed Violet, White and Pink

EXCELLED BY NO OTHER.

Ask our Travellers for Special Prices on Gross Lots.

The LYMAN BROTHERS & COMPANY, Limited
Wholesale Druggists, TORONTO, ONTARIO.

100,000 CASH BUYING AGENTS WANTED FOR THE WORLD'S CURATIVE MEDICINE

St. Patrick's

BLACK TONIC BITTERS

TRADE MARK: REGISTERED NO. 79953.

In bottles, 1/1½, 2/6 and 4/6 each. Per dozen, 10/-, 20/- and 40/. Gross, 108/, 216/- and 432/.

The World's Miraculous Curative Liniment

St. Patrick's Oil

Cures Rheumatism, Sciatica, Lumbago instantly. Acts like magic. The greatest remedy known.

In 1/1½ bottles, stamped, 10/- per doz., 108/- per gross

HAIR RESTORER

(Oriental Rose Cream, the Great Eastern Remedy and Asian Mystery), in 6d., 1/- and 2/- bottles; 4/-, 8/- and 16/- per doz.; per gross, 48/, 90/- and 182/.

ORDERS

TERMS: United Kingdom, cash with order is carriage paid. Export, remittance with order is delivered free to any ship, United Kingdom port. A display window show-card is enclosed with each order by the Sole Proprietors and Manufacturers.

McCLUSKEY'S MEDICINE CO.
Park Road, Liverpool

See Our Range of

"ARLINGTON"

"Pyralin" Combs

Before Ordering Elsewhere

We have a nice assortment at A1 value and they are unsurpassed for durability.

We also manufacture INFANTS' TEETHING RINGS.

The Arlington Co., of Canada
LIMITED

East
Duncan Bell,
Montreal

West
John A. Chantler & Co.,
Toronto.

Trade Notes

Alberta

H. B. Armstrong has opened a drug store at Irma, Alberta.

McFarlan & White have purchased the drug business of O. H. Bott, Calgary, Alberta.

Dr. Wallwin has opened a new drug store at Irma, Alberta.

J. McCostie has opened a drug business at Grassy Lake, Alberta.

British Columbia

F. M. Gillespie has purchased the drug business of John Love, Hedley, B. C.

The Vancouver Drug Co. have taken over the drug business of F. A. Wilson, Vancouver, B. C.

Royal Drug Co. are opening a new store at the corner of Third ave. and Park Drive, Vancouver, B. C.

The Vancouver Drug Co. have purchased the Wilson Pharmacy at 649 Granville St., Vancouver, B. C.

C. H. Orme has purchased the Harrison-Campbell-Mills' Pharmacy at Prince Rupert, B. C., and is fitting up the store with show-cases, wall cases and prescription cabinets in mission style, making a very attractive Pharmacy, at the corner of Sixth Street.

Manitoba

R. W. Thompson has purchased the drug business of W. A. Robertson, Elgin, Man.

Dr. Herbert, druggist of Altona, Manitoba, suffered a small loss by fire recently.

W. W. Starr has opened a drug and stationery business in Winnipeg, Man.

L. V. Newton succeeds B. E. Waller in the drug business at Crystal City, Man.

Lawson & Walker, druggists of Carberry, Man., have given up business.

M. Smith & Co. have purchased the drug business of A. M. Sutherland of Elmwood, Winnipeg, Man.

Charles A. Baird has opened a branch drug store at corner of Grosvenor Avenue and Stafford Street, Winnipeg, Man.

Ontario

James Wilson, druggist of Fort William, Ont., died recently.

H. W. Ralph, druggist of Dundas, Ont., suffered a loss by fire recently. It was covered by insurance.

H. O. Merkley, druggist at Dryden, Ont., has made an assignment.

J. H. Sloan has purchased the drug business of J. H. Huttey, 528 Young St., Toronto.

G. Tamblyn has opened a new "cut-rate" drug store at 232 Young St., Toronto.

G. C. McNally has taken over the drug business of H. W. Pew, Niagara Falls

James Wilson, druggist at Goderich, Ont, died on Jan 1st

T. H Duncombe, druggist of St. Thomas, is advertising his business for sale.

Geo. A. Woodhouse of Walkerton, Ont., has purchased the drug business of W. A. Howell, corner of King and Bay Sts., Hamilton, Ont.

Campbell & Murphy have succeeded to the estate of the late T. C. Hatton, druggist of Owen Sound.

E. Long has taken over the Gerrard St. branch of the drug business of T. Cruttenden, Toronto

Hennessey Limited has purchased the business of the Cullen Drug Co., Bathurst St., Toronto.

The Ottawa Drug Co., Limited, of Ottawa, Ont., has been incorporated wita a capital of $100,000.

Carter & Wright have opened a drug store at Porcupine, Ont.

Harkness & Co. said to be opening a drug store at Porcupine, Ont.

The drug store of Giles & Co., Elk Lake, Ont, was destroyed by fire Jan. 23rd.

The Belleville Pharmacy Limited, of Belleville, Ont., has been incorporated. Capital stock $10,000.

Saskatchewan

Dr. Campbell has opened a new drug store at Glenavon, Sask.

H. C. Cairnes has opened a drug and stationery business at Lumsden, Sask.

W. J. Howey has started a drug business at Windthorst, Sask.

BUSINESS OPENINGS

Read the adv't of the Martin, Bole & Wynne Co. on page 123 of this issue. They announce some good openings for druggists

---

DEATH OF MR. JOHN HENDERSON

Just as we are going to press, we learn of the death of Mr. John Henderson, who it will be remembered was for many years connected with the firm of the Lyman Bros. & Co., Limited, Toronto, Ont. He retired from the firm about ten years ago. Mr. Henderson was well known to the drug trade of Toronto particularly, and was very highly esteemed. He was 67 years of age.

Blake F. Davidson, a graduate of the Empire College, has moved to 31 Major St. As Dr. Davidson was medallist, we predict a bright future for him.

J. W. Kemp, M.D., President of the Saskatchewan Medical Association, has graduated in optics at the Empire College of Ophthalmology, Toronto.

Mr. O. S. Moore, druggist and Government land agent at Olds, Sask., has taken a course in optics at the Empire College.

THE RAPID CLEANING CARTRIDGE AND DEODORIZING DISINFECTANT.

The Rapid Cleaning Cartridge advertised in this issue is a disinfectant, cleaner and deodorizer, which can be effectively used in dry form, or in solution in cold or warm water.

The R. C. C. is a combination of chemicals placed in a "Cartridge" (pasteboard box) ready for use as dry powder or solution, which latter is very useful for cleaning purposes and checking fermentation bacteria and deodorization, as at the moment of being created (in statu nascendi) they meet with the material to be disinfected.

The chemical properties of the R. C. C. become active when moisture or water is applied. The acids evolved through the addition of water to the powder, which acts as agents to decompose the foul air are chlorine gas, hydrachloric acid, chromoxychoride. Ozone and oxygen is set free during the process of evolution.

The use of the R. C. C. is endorsed by prominent physicians and business men of all trades.

In addition to its superiority over sulphur candles, chloride of lime, carbolic acid and similar disinfectants the RAPID CLEANING CARTRIDGE is a perfectly "ODORLESS" preparation, thereby preferable for the sick room, hospitals, etc.

It contains no poisonous ingredients.

THE BRILLIANT GAS LAMP

Below we give copies of letters recently received, amongst many others. They speak for themselves:

Brilliant Gas Lamp Co., Chicago, Ill. Dec. 4, 1909

Gentlemen—I got your Handy Lamp up all right and it surely is a dandy. Am showing it in my store, can sell lots of them and want the agency for the "Handy." Every one who sees it is delighted with it.

Yours truly, L. P. T., Beebe, Ark.

Brilliant Gas Lamp Co., Chicago, Ill. Dec. 29, '09

Gentlemen—I have duly received your invoice of the 8th inst., covering the shipment of Handy Lamps, and I am pleased with them. I enclose P.O. Money Order for $40.00 silver to apply on following order, which please send by freight, and draw on B L for balance, and ask you kindly to give me the exclusive agency for this vicinity in Mexico.

Yours truly. R. A. G., Viesca Coah, Mex.

Brilliant Gas Lamp Co., Chicago, Ill. Dec. 23, 1909

Gentlemen—The Handy Lamp system is to hand and put up in good running order and every one pronounces it the finest of the kind. It is a success and I will be able to sell a great many.

Yours truly, S. L. W., Kappa, Ind.

THE GUM THE DRUGGISTS SELL

The Colgan Gum Co. are now offering their choice goods to the drug trade of Canada, and certainly the goods and style of package are such as cannot help to commend themselves and no druggist should be without the two special lines advertised in this issue. We cannot do better than give the manufacturers' statement in reference to these goods.

"Dealers are selling great quantities of Colgan's round "Mint Chips" and "Violet Chips" Chewing Gum. It is unequalled in downright chewey goodness; the flavors are delicious— and the round metal boxes a novelty that appeals strongly to customers."

"Mint Chips are flavored with old-fashioned mint stick peppermint. Never before successfully introduced into chewing gum. The flavor lasts indefinitely. This gum is the biggest hit of the Chewing Gum World."

"Violet Chipson—new and different in flavor from any other violet. As delicious as the aroma of sweet violets. Fine for the digestion, for the breath. Takes away all odor of tobacco. Aids a cranky digestion. Always a winner."

If a traveller has not yet called, send a sample order to your jobber.

PHARMACY EXAMINATIONS

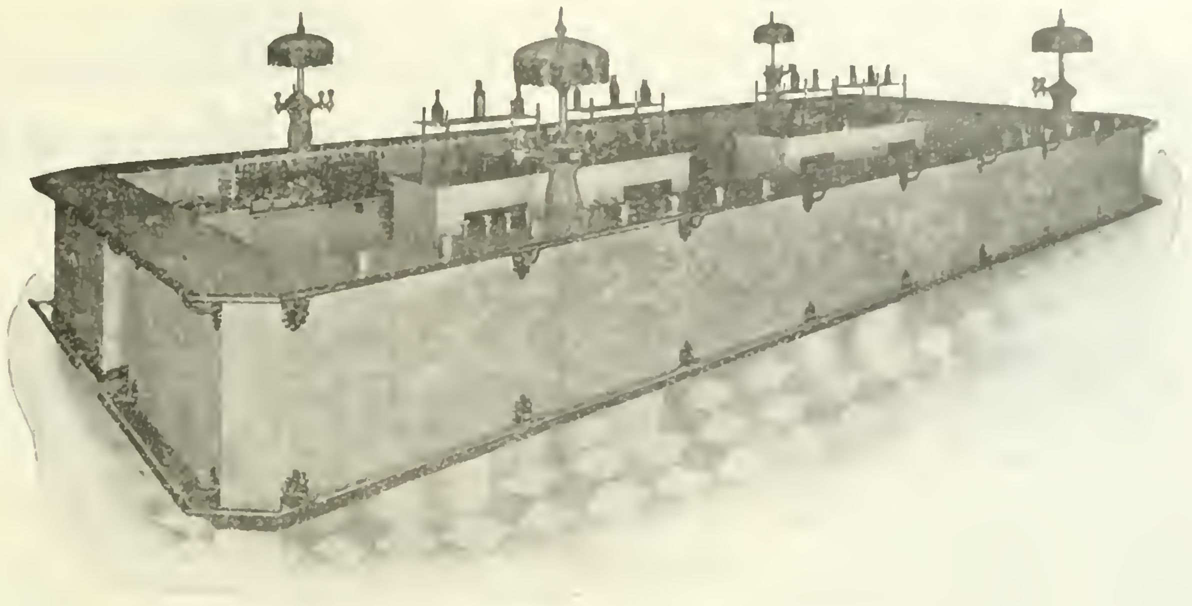
The preliminary board of examiners of the Pharmaceutical Association of the Province of Quebec, held their quarterly examinations on the 20th inst., when 24 candidates presented themselves and of these the following passed and are named in order of merit, namely: MM. Oscar Landry, G. Berthiaume, Jos. Desilets, Leop. Joubert, Arth. Crignon, A. J. Laurence, Paul Mendelson, Harry Gold, Chas. Arth. Rousseau, Chas. Emery, Antonio Brossard and Paul Choulnard.

The following passed on all subjects but one, the arithmetic, namely: MM. Adelard Lacroix, Elias Rivet, Lucien Gaudet, Ernest Trembley and Adalbert Massicotte. These gentlemen will require to be examined again on that subject at next examination.

The examiners were Professors J. C. Cassegrain of the Jacques-Cartier Normal School, and Isaac Cammell of the High School, with MM. A. J. Laurence as general supervisor and Victor Sirox supervisor of Quebec and vicinity.

The next examination will take place on April 7th.

There is a difference between railroading and politics. In railroading the competent man wins. . . .



THE ABOVE ILLUSTRATION IS FROM AN ACTUAL PHOTOGRAPH

OF THE

Largest Soda Water Fountain

IN OPERATION IN CANADA

We manufactured and installed this handsome apparatus for The Robert Simpson Co., Limited, (Departmental store) Toronto. This fountain was installed about a year ago and has been in operation constantly since that time, to the entire satisfaction of the department with which it is identified. The construction and general appearance of this Soda Fountain has been the subject of much favorable comment.

When you Visit TORONTO see SIMPSON'S FOUNTAIN

The entire fountain counter is of white Italian marble with polished brass hand and foot rails, and though severely plain is artistic in the extreme. Rising above are the four Onyx pillars from which the soda is drawn through eight handsome draught arms, each surmounted by Tiffany art glass shades fitted with incandescent lights.

The interior is finished in solid German silver throughout, and is completely equipped with four double and two single ice cream cabinets, four "Hygeia" syrup sections fitted with our specially designed syrup pumps, draining boards and iced fruit bowls, etc. In the centre of the Fountain floor space are two marble refrigerators with plate glass display shelves arranged above them.

If you contemplate putting in a Soda Fountain, write us at once. Our travelers will call on you, submit designs for either large or small apparatus, and you will find our prices right.

J. J. McLAUGHLIN, LIMITED

145—155 SHERBOURNE STREET - - TORONTO.

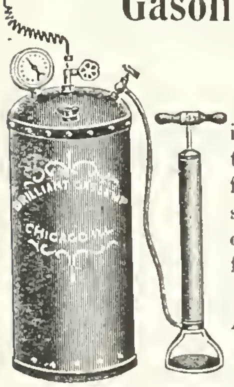
The Original and Only Genuine

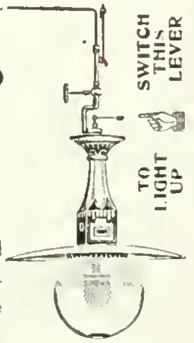
BEWARE OF IMITATIONS SOLD ON THE MERITS OF

MINARD'S LINIMENT

HANDY LAMP

Gasoline Lighting System





The most practical invention since the introduction of Gasoline for lighting purposes, satisfying a necessity and overcoming obstacles to its use never before successfully accomplished.

A Shadowless 300 Candle Power Light

hat can be turned up or dow instantly, same as gas, or can be left burning continuously, day or night, at a dim light of one (or low) candle power, or less, at almost no expense. It can be turned up instantly to a **dazzling, bright 300 candle power light** that will flood a 50 foot room with light as bright as day at less than ½ cent. an hour.

IT WILL SAVE FIVE TIMES ITS COST

In a year over Kerosene, Gas or Electricity. The **Handy Lamp System** is free from smoke, smell or danger. One gallon of gasoline will last from 40 to 50 hours. It is the **safest** and **simplest system** ever devised, and it is equally attractive and appropriate for use in your **Home, Drug Stores,** church or wherever good light is needed.

If you knew from actual experience how handy, how economical and how satisfactory this system is you would not be without one for ten times its cost. Write at once for C D Catalogue and particulars.

BRILLIANT GAS LAMP CO., Dept. 16,
42 State Street, CHICAGO, ILL.

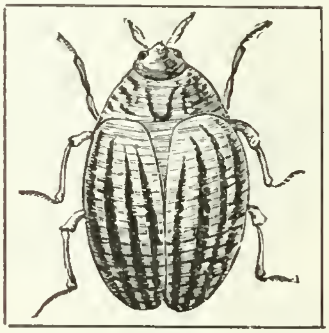
A La Mort!!

The Strongest
And The Best

PARIS GREEN

is made by the Canada Paint Company.

It is unquestionably the most economical Bug Destroyer known.



It KILLS the Colorado Beetle commonly known as the Potato Bug, with certainty and despatch.

Be sure that each label bears the name of the manufacturers

THE
CANADA PAINT
Company
LIMITED
Montreal - Toronto - Winnipeg
CANADA.

Formulary

PILL EXCIPIENTS.

Glucanth.

Powdered tragacanth	½ ounce.
Glycerin	1½ ounces.
Water	½ ounce.
Liquid glucose	3½ ounces.

Remington's Excipient.

Powdered acacia	90 grains.
Glycerin	1 ounce.
Liquid glucose	4 ounces.
Benzoic acid	1 grain.

Theriacanth.

Powdered tragacanth	1 dram.
Alcohol	2 drams.
Molasses	2 ounces.

Rub up the tragacanth with the alcohol; then add quickly the molasses previously warmed.—Drugg. Circ.

Tasteless Castor Oil.

1

Castor Oil	30 parts.
Bitter Almonds	2 parts.
Sugar	30 parts.
Gum Tragacanth	½ part.
Orange-flower Water	10 parts.
Water	120 parts.

2

Aromatic liquor of Saccharin	20 parts.
Castor Oil	980 parts.

3

Castor Oil	12 parts.
Fluidextract of licorice	½ parts.
Fluidextract of Sarsaparilla	⅜ part.
Glycerin, ad.	16 parts.

Flavor with oil of peppermint, oil of anise and oil of lemon, each eight drops. The mucilaginous character of the licorice and the glycerin helps tokeep the castor oil in suspension.

Elixir Pini Compositum, B.P.C.—Compound Elixir of Pine.

Oil of Pine	160 minims
Terpin Hydrate	160 grains
Acetomorphine Hydrochloride	8 grains
Glycerin of Saffron	120 minims
Alcohol	6 fl. ounces
Glycerin	to 20 fl. ounces

Dissolve the oil of pine, terpin hydrate, and acetomorphine hydrochloride in alcohol, add the glycerin of saffron, make up to the required volume with glycerin, and filter if necessary.

Each fluid drachm of this preparation contains 1 minim of oil of pine, 1 grain of terpin hydrate, and 1-20 grain of aceto morphine hydrochloride.

Dose.—2 to 4 mils (or ½ to 1 fluid drachm).

A qua Quininae, B.P.C.—Quinine Water.

Synonym.—Eau de Quinine.

Quinine Hydrochloride	8¾ grains
Diluted Sulphuric Acid	60 minims
Chloroform	48 minims
Alcohol	4 fl. ounces
Glycerin	144 minims
Cologne Spirit	144 minims
Spirit of Pimento	5 fl. ounces
Tincture of Cudbear	288 minims
Diluted Rose Water	to 20 fl. ounces

Dissolve the quinine hydrochloride in 40 (or 8 fl. ounces) of diluted rose water, and add the diluted sulphuric acid; then add the other ingredients, and make up to the required volume with diluted rose water.

This preparation is used as a "hair tonic."

Coryza Mixture.

"Nouveaux Remedes" is authority for the statement that the following mixture will cure a cold in the head in from 28 to 48 hour, provided that it be taken when the cold is felt to be "coming on":

Atropine sulphate	1-60 grain.
Powdered pulsatilla	3 grains.
Acetyl-salicylic acid	30 grains.
Quinine hydrochloride	30 grains.

The mixture is to be divided into 12 powders, preferably dispensed in capsules. The dose is one capsule four times daily.

FLAVORING EXTRACTS IN TUBES.

Extract Vanilla (Paste for Tubes).

Vanillin	300 grs.
Cumarin	150 grs.
Caramel	sufficient
Glycerin	sufficient
Heavy glucose to make	10 pts.

Rub the vanillin and cumarin to a smooth paste with a sufficiency of glycerin, mix in the glucose, and finally add caramel to make the desired color. The glucose used in this work should have a sp. gr. of about 1500 in order that the finished product may be of the proper consistency.

Extract Almond (Paste for Tubes).

Bitter oil almonds (free from HCN).	8 ozs.
Glucose to make	1 gal.

Prepare like the preceding.

Extract Lemon (Paste for Tubes).

Oil Lemon	16 ozs.
Citral	1 oz.
Glucose, to make	3 gal.

Prepare like vanilla. It may be colored, if desired, using either a tincture of turmeric or the proper coal-tar dye.

Extract Orange (Paste for Tubes).

Oil orange	16 ozs.
Glucose to make	2 gals.

Prepare like vanilla. It may be colored, if desired.

Extract Cinnamon (Paste for Tubes).

Oil cassia	2 ozs.
Glucose to make	20 ozs.

Prepare like the preceding.

POLISHES—LIQUID AND PASTE.

Metal Polishing Liquids.

The Wiener Siefensieder-Zeitung publishes the following collection of formulas for copper and brass polishes: (Nat. Druggist.)

1.

Cream of tartar	5 parts.
Alum	10 parts.
Sodium chloride	10 parts.
Water	100 parts.

The salts are dissolved in the water and the solution is allowed to stand several days. A white precipitate is formed, from which the liquid is decanted. If turbid, the liquid must be filtered through paper.

2

Dissolve 10 parts of tartaric acid in 100 parts of water, and mix with 5 to 10 parts ferric oxide.

3

Pour 1 part of sulphuric acid carefully into 20 parts of water, stirring with a stick of wood. Dissolve 2 parts of alum in the dilute acid, and add two parts of the fine potato meal. The meal must be thoroughly rubbed down with the acid liquid, added in small portions at a time, until a homogenous paste is obtained. This preparation must be kept in bottles closed with paraffined corks.

4

Oxalic acid	500 parts.
Tripoli, or infusiorial earth	150 parts.

5

Ammonia water, concentrated	50 parts.
Water	100 parts.
Prepared chalk	20 parts.

Red or yellow aniline dye as much as desired.

6

Sal ammoniac, 10 parts, is dissolved in 75 parts of water, and 5 parts chalk added.

7

Flowers of sulphur, 10 parts, ground chalk, 10 parts, are mixed with 100 parts of vinegar.

8

Alcohol (80%)	100 parts.
Olein	50 parts.
Tartaric acid	80 parts.
Tripoli	30 parts.

Mix the tartaric acid (in powder form) with the alcohol, whereby the acid is partly dissolved. Then add the olein and finally the tripoli, taking care to mix thoroughly.

Metal Polishes, Liquid.

1—Silica, levigated	10 pounds.
Kerosene	5 gallons.
Oleic acid	2 gallons.
Stearic acid	2 pounds.
2—Kieselguhr	1 pound.
Oleic acid	20 fl. ounces.
Benzol	40 fl. ounces.
3—Kieselguhr	56 parts.
Paraffin oil	30 parts.
Methylated spirit	20 parts.
Oil of turpentine	5 parts.
Ammonia water (sp. gr. 0.910)	3.75 parts.

—Chem. and Drug.

Silver Polishing Paste.

1—Precipitated chalk	2 ounces.
Spanish whiting	2 ounces.
Carbonate ammonia	½ ounce.
Hyposulphite soda	½ ounce.
Water	paste.

Mix well and put up in air-tight containers.

2—Silver nitrate	36 grains.
Potassium cyanide	1 dram.
Precipitated chalk	100 grains.
Potassium bitartrate	5 grains.
Water	enough.

Dissolve the silver nitrate and potassium cyanide separately in a minimum of water; mix them and add to the chalk and cream of tartar, and make into a paste with water.

Liquid Brass Polishes.

Oxalic acid	½ ounce.
Rottenstone	10 ounces.
Kerosene	30 ounces.
Paraffin	2 ounces.

Pulverize the oxalic acid and mix it with the rottenstone; melt the paraffin, add to it the kerosene, and incorporate the powder; when cool, add oil of myrbane or lavender to perfume.

Window-Polishing Paste.

A contemporary gives the following as being satisfactory:

Castile soap	2 oz.
Boiling water	3 oz.

Dissolve and add the following in fine powder:

Precipitated chalk	4 oz.
French chalk	3 oz.
Tripoli	2 oz.

Mix, and reduce with water to the consistency desired.

Floor Polishes.

The following formulas all yield good floor polishes, which have the added merit of being cheap: (Nat. Drugg.)

Stearin	100 parts.
Yellow beeswax	25 parts.
Potassium hydroxide	60 parts.
Yellow laundry soap	10 parts.

Water and coloring matter are added to suit. Heat together until saponification takes place. Another excellent formula is the following:

Beeswax, yellow	25 parts.
Yellow laundry soap	6 parts.
Glue	12 parts.
Soda ash (80° B.)	25 parts.

THE EUREKA OINTMENT POT

REDUCTION IN PRICE

Is now well known and is one of the most popular jars on the market. We formerly made it only in Flint, Amber and Emerald Green. We now furnish it in Opal as well, in the dispensing sizes, ½ oz to 4 oz. sizes.

EUREKA OINTMENT POT LIST

Size	Per Gross	Original Package
¼ Oz	$5 35	5 Gross
½ "	6 25	5 "
1 "	7 50	3 "
2 "	9 90	3 "
3 "	12 75	2 "
4 "	15 00	2 "
6 "	20 00	1 "
8 "	27 00	1 "
16 "	39 50	1 "

FOR SALE BY JOBBERS DISCOUNT TO THE TRADE 60 PER CENT.

T. C. WHEATON CO. MILLVILLE, N.J., U.S.A.

EXPERT BOTTLE BLOWERS

THE GENDRON MFG., CO LTD

TORONTO, CANADA

MAKERS OF ALL KINDS

INVALID, ROLLING, RECLINING & CARRYING CHAIRS

Made in Canada

OUR CATALOGUE GRADE C SHOWS THE ENTIRE LINE

THIS TRADE MARK IS YOUR GUARANTEE

TORONTO Gendron CANADA TRADE MARK REG.

GOLD MEDAL, ST. LOUIS, 1904

Grand Prize, International Exhibition, London, 1909

THOMAS TYRER & COMPANY, Limited

STRATFORD, LONDON, ENGLAND

EXCELLENCE "Sterling" BRAND RELIABILITY

SECOND TO NONE

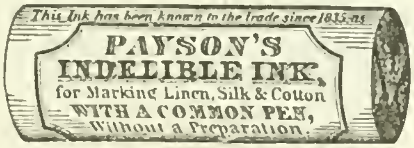
PHARMACEUTICAL Chemicals INDUSTRIA

MERCURIALS HYPOPHOSPHITES

SCALE PREPARATIONS BISMUTH SALTS ETHERS

PHOSPHORIC ACID

ESSENCES SICCATIVES ACIDS COLLODIONS


This Ink has been known to the trade since 1835 as
PAYSON'S
INDELIBLE INK,
for Marking Linen, Silk & Cotton
WITH A COMMON PEN,
Without a Preparation.

THE OLDEST - THE BEST

Received Medal and Diploma at Province of Quebec Exposition, Montreal, 1897.
Trade supplied by all leading Drug Houses in the Dominion

ESTABLISHED 1891

Common Sense

Vermine Exterminators

—TWO KINDS—

NO SMELL

RATS and MICE

Roaches and Bed-Bugs

IT DRIES THEM UP

Most infallible remedy known Retains its strength for years.
Sold in every Country in the World.

Sold by all Jobbers:

TORONTO, ONT. BUFFALO, N.Y. LONDON, ENG.

THE TIME for manufacturers and jobbers to secure a portion of Canada's booming trade : : : IS NOW

THE WAY is by an ADVERTISEMENT well displayed and continuously kept up in

The Canadian Druggist

WRITE US FOR RATES . . . . . . DO IT NOW

TO MAKE MONEY

PURCHASE CANADIAN CENTRAL MINES AT ONCE

One of the world's famous financiers once said to a friend: "When you invest in the stock of a Company, don't look "for the best, for you will never find it. Look for a good one, and invest your money and do it quickly. Don't wait to "see if it pans out all right, for there is where you lose your opportunity. If you wait to see the panning out process, "you will have to pay a premium on the stock and you will have lost the biggest advance in value. **YOU MUST MAKE** "**MONEY** on your judgment and foresight, and not on demonstrative facts."

TO THE INVESTOR

It is an indisputable fact that a well managed mining development company will show greater profit than any other form of investment. No other industry has made so many fortunes and paid such dividends as a well managed mining enterprise.

The question naturally arises—what is considered a well managed Company, or what you might term one of solid worth? We consider that when a Company owns the property which it is operating—when it is known the property is of value—when the affairs of the Company are managed by successful, honorable men—then we consider that 99% of the risk is eliminated and the proposition becomes purely a question of development, with the certainty of large returns.

The purpose of this article is not to convince you that the investment we offer you is good BECAUSE WE SAY SO We simply submit the facts and opinions, and prefer you to analyse the statements and judge for yourselves.

CANADIAN CENTRAL MINES was formed about two years ago, with a charter capital of $1,000,000, divided into one million shares of $1 each, of which 525,000 shares have been issued, leaving 475,000 shares in the treasury for future development work.

The Directors of the Company are as follows:

Hon. J. K. Kerr, Speaker of the Dominion Senate	President
Gordon C. Edwards of the W. C. Edwards Lumber Company, Ottawa	Vice-President
George McKenzie, Land Security Company, Toronto	Secretary
J. G. Turriff, M.P., Director Western Trust Company	Directors
J. A. McDonald, M.P.P., Saskatchewan, Private Banker	

The Company own the following properties in the Gow Ganda and Montreal River District:
M. R. 3011, M R 3012, M. R. 3013, M. R. 2617, M. R. 2618, M. R. 2619, M. R. 2620, M. R. 2621, M. R. 2622 and M. R. 2471.

Development work is being pushed on M. R. 2471, and they are now down eighteen feet, and the results so far seem to warrant the expectation of good returns from the operations thereon.

The Company also own and operate twenty-seven wells in the Tilbury district. These are producers—they are shipping oil every month and are drilling new wells constantly. The following are the statistics of production for ten wells wned by th is Company, and certified correct by the Supervisor of Bounties for the Dominion Government:

1906	June	15207	gallons
	July	42776	"
	August	51293	"
	September	45386	"
	October	73844	"
	November	41035	"
	December	119933	"
1907	January	74212	"
	February	57748	"
	March	79468	"
	April	62175	"
	May	43449	"
	June	70431	"
	July	61605	"
	August	40938	"
	September	28330	"
	October	29691	"
1907	November	13108	gallons
	December	13136	"
1908	January	13502	"
	February	10180	"
	March	8252	"
	April	8186	"
	May and June	20117	"
	July	13048	"
	August	6169	"
	September	12180	"
	October	29459	"
	November	18265	"
	December	18336	"
1909	January	9453	"
	February	12155	"
	March	29204	"

Certified correct by W. J. HARVEY, Supervisor of Crude Petroleum Bounties.

ESTIMATE ON FOREGOING

1,431,790 gallons	$40,908.2-7
40,908 2-7 barrels at $1.62½	66,475.97

Ten wells average $6,647.58 per well to date and are still producing about forty barrels daily.

390 acres, with one well to five acres	78 wells
78 wells @ $6,647.58	$518,521.24
Cost of wells $2,300 each	179,400.00
	$339,121.24

Wells now in operation are expected to produce as much more oil as they have already produced in less than three years. Thus basing estimate on that basis, the receipts should double or from 78 wells, after deducting cost of same, we should have $678,242.48 value in oil. There is no better proposition in the market.

We offer 50,000 shares at 75c., payable 25% cash, tbe balance by note at one, two and three months.

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Stock Dealers and Investment Brokers, Patriarche Block, SCOTT STREET, TORONTO

Water and ochre, a sufficient quantity.

Dissolve the soda ash in 400 parts of water; add the wax and boil down to 250 parts; then add the soap. Dissolve the glue in 100 parts of hot water, stir in the ochre and mix with the saponified wax.

The following is recommended for light, unstained parquette floors:

White wax	75 parts.
Bleached shellac	75 parts.
Clear resin (transparent)	6 parts.
Turpentine	100 parts.
Methylated spirit	400 parts.

Melt the wax, shellac and resin altogether, remove from the fire, let cool down somewhat, and add the turpentine.

A Paste for Cleaning Furniture.

Carnauba wax	100 parts.
Alkannin	10 parts.
Petroleum	700 parts.
Oil of turpentine	310 parts.

The carnauba wax and the alkannin are melted together, the mixture is taken from the flame and mixed with the petroleum and oil of turpentine. Oil of citronelli may be used to perfume the paste.

The "Silvering" of Brass.

In a well-glazed vessel are dissolved 40 grams cream of tartar and 14 grams tartar emetic in 1 liter of hot water; to the solution are added 50 grams hydrochloric acid, 125 grams granulated (or still better, powdered) tin and 30 grams powdered antimony. The mixture is heated to boiling, and the articles to be coated are immersed and allowed to remain in it, the boiling being continued at least half an hour. The coating is brilliant, hard and very stable.

Sealing Wax

Resin, American	6 parts
Sodium, hydrate	2 parts
Water	10 parts
Plaster of Paris	9 parts

Mix the resin (previously powdered), soda, and water, and stir until incorporated; then add the plaster gradually, stirring in as added. This should be prepared as needed, as it sets very hard, or the solution of soda and resin may be kept on hand, and the plaster added as needed. Both of these are very cheaply made. A better class of sealing wax, for bottle capping, is the following:

Shellac	23 parts
Resin, clear	45 parts
Venice turpentine	16 parts
Red lead	16 parts

Melt the resin in a copper pan over a slow fire, continually stirring in the shellac, and keep up the stirring until the two substances are thoroughly mixed; then incorporate the turpentine. In a separate vessel warm up the red lead, which should be thoroughly dry, and, when warm, add it under constant stirring to the resins. The stirring should be brisk, as otherwise the red lead will sink to the bottom. If a more brilliant red is desired, vermilion may be used.

A very brilliant and fine capping cement may be made as follows:

Colophony, clear	20 parts
Collodion	60 parts
Sulphuric ether	10 parts
Coloring matter, sufficient.	

Mix the ingredients, and when the resin is dissolved add the coloring matter according to the tint desired. Some of the anilin colors give brilliant results with this, which is a varnish rather than a cement.

For the finest letter sealing wax, the following is an excellent formula:

Venice turpentine	6 parts
Resin, clearest American	12 parts
Shellac, best red	20 parts
English cinnabar	8 parts
Baryta	16 parts
Turpentine oil	4 parts

Melt the turpentine and resin in an earthen vessel, over a light fire; stir in the shellac and sift in the color and the baryta. Remove from the fire and stir in the oil of turpentine, and pour into iron or stone moulds. For black use lampblack; light blue, ultramarine; dark blue, Prussian blue, etc. Cheaper grades of letter wax are made by increasing the resin and decreasing the shellac, using Canadian balsam or pine turpentine in place of Venice turpentine, English red in place of cinnabar, etc. Moulds may be bought from any dealer in sundries. To make clean castings the moulds must be wet.

PRACTICAL NOTES.

Rubber Preservative.

Articles made of rubber can be kept soft for an indefinite time by coating them with a mixture of gelatin, 70 parts; glycerin, 20 parts, and barium sulphate, 10 parts. This composition is to be applied hot; upon cooling it forms a film which does not harden or crack. It probably preserves the elastic quality of the rubber by protecting the latter against the action of the atmosphere. The Apotheker Zeitung states that this process has been patented in Germany.

To Remove Grease From Leather.

Grease spots can be entirely eliminated from leather by application of a paste composed of magnesia mixed with benzine or ether. This should be rubbed gently with the finger over the spots, and, when dry, the powder may be removed with a soft brush. If all traces of the spot are not removed, the operation should be repeated.

Gasoline is a good cleaner for soiled colored leather of any kind. It is used by professional cleaners, and is more effective than any other. A little soap may be dissolved in it which assists in obtaining a smooth finish by rubbing after the leather is dry.

RAPID ADVANCES BEING MADE IN OPTOMETRY

(Continued from page 106)

Optometry is so strictly a specialty that it does not require exhaustive study along varied and dissimilar lines; its scope, compared with other professions, is relatively limited, thus saving students both time and expense in acquiring it. On the other hand optometry is as broad in its application as any profession, because eyeglasses are now worn by millions; children are needing them at much earlier ages on account of increased educational requirements, and eight out of every ten educated persons of all ages need them sooner or later.

The actual practice of optometry is most attractive. Not only does the optometrist deal with the exact science of optics, but in applying it optometrically he meets with problems of engaging interest.

The work is clean; it permits of regular hours and hence does not tax the health as some professions do. Like other skilled service it commands respect and is willingly paid for by an appreciative following.

A group of opticians were chatting a few days ago on the advisability of occupying offices in upper floors. It was pointed out that C. W. Sloan has been on the fourth floor of the Schofield building for seven years and has built up a strong practice. At present there are four other opticians occupying offices on upper floors—C. B. Edgar, in the Hippodrome; A. G. Nunvar, in the Arcade; Ed. Goldstein, in the Reserve Trust, and Anna Day Robinson, in the Schofield building. Said one of the group: "As the refractionist makes his business more of a profession and it becomes dignified in the public mind as such, it is unnecessary to occupy a store, with a window display of optical goods. The opticians mentioned have all been successful in their venture and would accept the necessity of moving to a ground floor as a disaster."

The Ontario Government has recently granted a charter to the Optometrical Association of Ontario. The charter members are John Cameron McLean, James Francis Meagher, Blake Foster Davidson, Robert Reid Milne, J. G. Evans, M.D., W. J. Harvey, W. M. McFadden, G. H. Wright and Thomas Wyle, M.D. The object of the Association is to educate public opinion to the urgent need of proper and scientific attention early in life to the science of optics, to give public demonstrations and lectures, to establish and carry on free dispensaries, to encourage the study of the science by the establishment of scholarships for needy and deserving students, to experiment in the science; to publish a magazine and other publications, to acquire and hold premises where mechanical appliances may be kept and where members of the Association may meet and transact their business, to affiliate with such societies or institutions and upon such terms as may be agreed upon by such association and any others interested or concerned, to collect fees for tuition, examinations and memberships and generally by all proper and legitimate means to forward the science in the interest of students and others participating therein and to promote sociability among all its members. W. D. McPherson, K.C., M.P.P., presented the petition to the Government.

HINTS TO THE OPTOMETRIST.*

The optometrist starting in the profession will find that his services will be sought for by many, and by each for some particular thing peculiar to the individual case. There will be the young persons who can see clearly, but who present themselves with asthenopia of a constant nature; others will be troubled only at times. Then there is the class of cases where glasses are sought to improve the vision; these may or may not have reflexes traceable to ocular strain, and are usually attributed to gastro-intestinal troubles, when in fact of ocular origin.

One of the most difficult things for the glass-wearing public to get through its cranium is that a person may have perfect eyesight and yet have headaches and other reflexes due to eyestrain, or that a person might have very poor eyesight and yet be entirely free from all asthenopia. This must be clearly explained; time must be given to show the patient the whys and wherefores. Put yourself in the other fellow's place; suppose someone gave you glasses to wear that made you feel as though you had been imbibing too freely of champagne, or would make you part with your much-relished dinner, or would so interfere with distance vision that you would pass your wife on the street at dusk and not recognize her. How would you like to get stacked up against such a proposition? I'm inclined to think you would darn glasses and optometrists in general. Just place yourself in the other fellow's shoes and you won't strike very wide of the mark.

One of the very important things in practicing optometry is to get the full history of the case; let the patient tell it in her own way, drawing out the points desired by intelligent interrogation. For instance, take this case: Patient gave history of left-sided migrainous headaches from childhood; had so far as was known good vision for both near and far, but close application of the eyes on any extended travel invariably precipitated one of those headaches. Such a history points to (1) headaches are of ocular origin; (2) proper glasses should give relief, but it does not give us the information as to the kind of a glass to prescribe. Such a history, however, is usually associated with hypermetropia astigmatism, but

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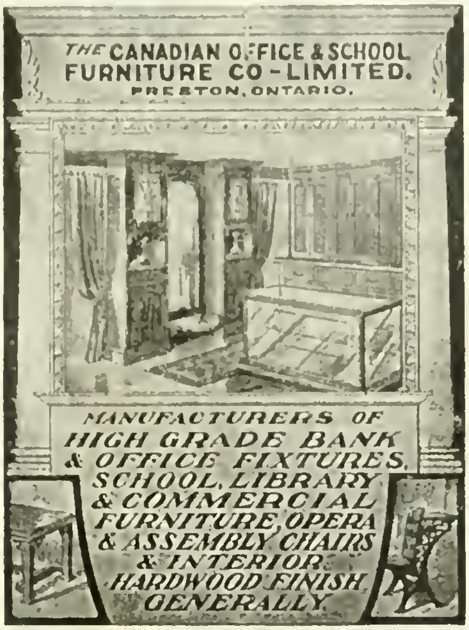
* Written especially for the Optical Journal by George H. Dears.



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C. H. Keith, Mfr., Cleveland, Ohio

Our Display Carton on your show case will sell it quickly.
Price $2.10 per dozen, less 5 per cent.

Order of your jobber **NOW!!**

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COLGAN'S
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CHIPS

Taste as delicious as the aroma of fragrant violets. Sweeten the breath, aid digestion and tone up the stomach. Remove all tobacco odors. Five chips in round, brilliant violet and white metal box.

Display These Quick-Selling Goods.
They Make Attractive Spots on Your Show Case.

Colgan's famous Chewing Gums are sold in enormous quantities everywhere they are offered. Easily outsell any other gum once they are tried by customers. Hence, it's up to you to boom your sales.

If your stock has run low or if you have never shown this splendid gum, get a stock as quickly as possible.

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A. B. C. Pastilles; also Glycerine Pastilles, Voice Jujubes, Delectable Jujubes, Magnum Bonum Jujubes, Menthol Pastilles, Menthol and Eucalyptus, Glycerine and Black Currant, Cinnamon Pastilles and many others.

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of course might be present in any form of ametropia or heterophoria.

Supposing we had such a case presenting the given history, the proper method of procedure would be, first, an ophthalmoscopic examination, which the writer always makes by the direct method, at the same time noting the condition of the conjunctiva. This examination will show if there are any structural changes. While this examination requires much practice, it should be a part of every ocular examination.

The refraction should then be measured by objective methods. No optometrist can successfully practice at his profession unless he becomes expert at objective examinations; by this method of examination, at a glance the examiner can tell whether the glasses worn by a patient require any changes; or when glasses have never been worn, in an instant can say positively if the eyes are ametropic.

In making objective examinations the writer uses a plane mirror on all cases where positive lenses are required, but uses the concave mirror where negative lenses are required to correct the defect; one man is accustomed to watching the phenomena presented with a motion with the mirror, will get better results by adopting the concave mirror for all myopes.

Until one becomes sure of his objective findings he must necessarily depend upon the subjectives test. We would, therefore, in this case, take the vision of the eyes monocularly, and then binocularly, noting the vision on the examination pad. Then place plus lenses in the trial frame that will fog out all the letters. After having done this, request the patient to note when the line can be seen which could be read before the fogging lenses were placed before the eyes; these fogging lenses should be reduced both eyes together until vision was equal to that of the uncorrected eye; then one eye should be covered and the vision again noted.

For instance, supposing that the naked eye under the monocular test showed 6/6 vision for either eye, but during binocular vision the vision was equal to 6/5, then the fogging lenses should be reduced binocularly until the 6/6 line could be read. To make sure that the patient is not reading from memory it is always well to have a second chart to use for the fogging test. When the 6/6 line is read cover up one eye and note the vision, because it might be, and frequently is the case, that one eye is doing all the seeing, the other being over-corrected.

If when one eye is covered the vision for the eye is found to be 6/6, but for the other eye the vision is found to be 6/18, this would show that we have one eye with more hypermetropia than the other, and as more hyperopia is manifested during the binocular test, if you should block off one eye and reduce the correction of the other until vision was 6/6, the chances are you would have a lens that would not harmonize with the findings for the other eye, which were determined during binocular vision.

The proper way, then, would be to cover up the eye which had 6/18 vision and add plus lenses until the vision of the eye was reduced to 6/18 or even a trifle worse. As we already know what degree of power this eye needs, it will not make any material difference to the findings for the other eye, after we have done this we should reduce the lens power gradually until the 6/6 line is read, as with the other eye.

To illustrate: supposing that with plus 2.00 D spherical in the trial frame the vision was brought out to 6/6 binocularly, and it was found, by excluding the right eye, that the vision is 6/6, but when the left eye is covered the vision is only 6/18. It is evident that one might have been fully corrected for the manifest hypermetropia and the other over-corrected; all that is necessary is to note that the glasses for the left eye is to be plus 2.00 D. spherical, then add plus lenses to this until the vision is hardly as clear as the right eye. When this point has been reached, reduce the power of the lenses together until vision is equal to what it was before the fogging lenses were placed before the eyes, which in this case was 6/6, bearing in mind that it is the right eye we are now testing; when this point is reached we note the power of the lens in front of that eye and find, say, plus 1.25 D. spherical. We have as a result found that for one eye the correcting lens is plus 1.25 D. S. and for the other the lens is plus 2.00 D. S.

This prescription when set up in the frame should give vision equal to that found before the test binocularly. If upon trial it is found that vision was not 6/5 we should place strong fogging lenses in front of the findings for a moment and request the patient to note if the 6/5 line can be read when the fogging lenses are first removed. This will usually be the case, and when it is the lenses may be prescribed with some possibility of their being accepted. If the vision does not come up to that, a further reduction of a quarter of a dioptre will bring the desired result. In making this subjective test it is always well to keep checked up; that is, to note that no further relaxation takes place in the eye under fog.

There is absolutely nothing sure about a prescription, as found under subjective optometry; but it is the writer's belief that this method of measuring hypermetropia subjectively will enable you to get the greatest uniform relaxation possible at the twenty-foot test, because it tends to eliminate that unknown quantity (those ciliary enervations) which are bound to exist during all subjective tests, particularly during a monocular examination.

GASOLINE LIGHTING SYSTEM

Have you read the advertisement of the Brilliant Gas Lamp Company. Their "Handy Lamp" is a great success and an excellent seller.

ACCOMMODATION AND CONVERGENCE

The important part played by the relationship of accommodation to convergence is frequently lost sight of by the optician in his endeavours to correct refractive error, and is often the cause why glasses apparently accurately fitted do not give the relief they should do, especially when asthenopia is present. Accommodation and convergence in a normal eye are of course equal and exercised simultaneously in order to produce true binocular vision. At the same time, it must be remembered that the amplitude of convergence is larger than the amplitude of accommodation, and when the one strives to keep up with the other for a protracted period, it speedily brings about all those troublesome symptoms of fatigue classed under the term asthenopia. The remembrance of this fact will give the refractionist a clue in cases which do not gain relief from their correction. Both the accommodation and the convergence should be carefully measured and noted, and judgment must be used to bring about the association of the two functions. In cases of anisometropia, where the refraction of the two eyes is unequal, this trouble is naturally frequent, and it is possible by careful adjustment of the correction to bring the eyes to share the work equally between them, where probably one has been doing all the work to the exclusion of the weaker and the detriment of both.—"Chemist Optician" in The Chemist and Druggist.

PATIENCE

Supposin' fish don't bite at first,
What are you goin' to do?
Throw down your pole, chuck out your bait,
An' say your fishin's through?
You bet you ain't; you're goin' to fish,
An' fish, an' fish, an' wait
Until you've ketched a basketful
Or used up all your bait.

Suppose success don't come at first,
What are you goin' to do?
Throw up the sponge and kick yourself
An' growl, an' fret, an' stew?
You bet you ain't; you're goin' to fish,
An' bait, an' bait ag'in,
Until success will bite your hook,
For grit is sure to win.

—Col. Wm. C. Hunter.

Harold J. Snell, of Red Deer, Sask., has graduated at the Empire College of Ophthalmology. Mr. Snell distinguished himself in the practical part of the course work and is proceeding to build up an extensive optical practice.

THE TRUE MEASURE OF SUCCESS

No man has a right to live, likewise no woman, no child has a right to live on earth, occupying valuable space and consuming valuable supplies unless he or she in some way is serving other human beings. Perhaps incurable invalids and insane persons may be excepted, altho many of the most helpless invalids have been wonderful instruments of blessing and service. Strength of body is only one of the talents which carry with them the responsibility of service. If in any way "one can give an impulse to his generation toward better things, he is a part of the final triumph, and no mean part."

Not "what have I gained?" but "what have I given?" is the question whose answer is the true measure of success.—The Circle.

Photo Paste.

1—	Gum Arabic	1 ounce
	Rice starch	1 ounce
	White Sugar	4 ounces
	Water	q.s.

Dissolve the gum in just enough water to completely dissolve it, then add the sugar, and when that is dissolved, stir in the starch paste and then boil the mixture until the starch is completely cooked.

2—	Rice starch	1 oz.
	Gelatin	3 dr.
	Water	8 fl. oz.

Heat with constant stirring until the milky liquid becomes thick and glassy, when the paste is ready for use. Add oil wintergreen or cloves as a preservative.

Not every man turns out a complete fool but we all have the raw material in us and are "possibilities."

In a forthcoming number of the Druggist we shall furnish our readers with an article from the fascile pen of Dr. W. J. Harvey, Vice-President of the Optometrical Society of Ontario, and President of the Empire College of Ophthalmology, descriptive of optics and opticians as he saw them in the leading cities of Europe, viz., London, Paris, etc.

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DRUG REPORT

Business during the last month of the year is generally quiet, but there has been no reason to complain of the volume during December, and January business has been good—the prices all along the line are generally maintained.

Glycerine is very high and probably has not yet reached its highest point.

Buchu Leaves, there is almost a famine for them. They could not be bought to-day in bales for a nice green leaf at much less than 75c. Until the new crop comes in the high price will be maintained.

Insect Powder, for pure goods is steady at advanced price.

Paris Green, the manufacturers have not fixed the price for 1910 yet, orders being taken without any price.

Reports to hand to-day from New York that the price of Bismuths has been advanced 25c lb. and Iodide Potash 15c. Whether this is simply a local advance on account of the price having been so low there, or whether a like change has occurred in the primary markets, we have not so far been able to learn.

Cubebs and Oil Cubebs, Santonine, Opium, Morphia, Codeia and Mercurials are very firm at the advanced prices.

A—Advanced D—Decline

A	Almonds Bitter	lb.	$ .60
A	Berries Prickly Ash	lb.	1.50
A	Gum Asafoetida	lb.	.80
A	Gum Asafoetida Powder	lb.	.90
A	Leaves Buchu	lb.	.75
A	Leaves Digitalis	lb.	.50
A	Leaves Digitalis Powder	lb.	.60
D	Stovaine	25 gramme pckg.	1.25
D	Tar Barbadoes	lb.	.12

NOTICE

Do not buy a Drug Store in Canada or U. S. till you get my list of snaps. Free. Also positions anywhere desired in U. S. or Canada. Estab. 1904.

F. V. KNIEST, R. P.,
Omaha, Neb., U.S.A.

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The Canadian Druggist.

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William J. Dyas, Publisher

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15 Toronto Street, Toronto, Canada

EDITORIAL COMMENT

A determined fight is being made at Ottawa by retail merchants of all classes, against the bills which have just been introduced in the Dominion Parliament, relating to co-operative credit societies and other co-operative enterprises.

A meeting of the druggists of Montreal was recently held at which it was decided to send a large deputation to protest against the passing of these bills. Up to the time of going to press nothing definite has been learned as the bills have only just been introduced. We notice that one member of the Cabinet, Hon. W. L. MacKenzie King, has expressed himself as strongly opposed to the co-operative movement, holding that "the work of co-operation was not fixed on sound economic principles." This appears to be general in its meaning, and will cover any co-operative efforts either in the retail or wholesale commercial field. Let the retail trade be consistent as well as insistent on pressing its autonomy and work along its own individual line.

* * * * *

The Pharmacopoeal Convention for the revision of the National Text-book will be held at Washington, D.C., May 10th, 1910. The Pharmacopoeia is subject to revision every ten years, but a movement is on foot looking to a change, and if a new work in its entirety is not produced every five years it is proposed that a supplement will be issued in 1915.

* * * * *

The report of the committee of the city of Washington branch of the American Pharmaceutical Association on "What the National Formulary should be," and which we present in this issue in a "clear cut" definition of what such a work should contain and what it should not, and we commend its careful perusal to the committee who have in charge the preparation of the proposed new edition of the Canadian Formulary. Eliminate as far as possible all preparations containing habit-forming drugs, avoid any misleading names for preparations, do not include formulas for imitations of proprietary products, see that all formulas produce "scientific" mixtures. These are points strongly brought out, amongst many other valuable suggestions.

THE IMPORTANCE OF QUALITY.

After the novelty of a purchase wears off—and it usually does in a very short time—the real value of the article comes to light, and, if it does not give the service claimed for it, the customer will not buy again, because when he goes in the market he will have in mind the article that was a disappointment. On the other hand, if the purchase does all or more than it is said to do, the customer will not only buy more for himself, but he will tell all of his friends about it, and in such terms of praise that they in turn will become your customers. If the quality is then kept up to its first standard, they will bring their friends, and in that way you will soon build an endless chain of success.

THE FULL STORE.

No matter how courteously you treat your customers, no matter how much you advertise, no matter how clean and bright your store is, or how effectively your windows are dressed, if you don't keep up your stock of goods and have the things that people are calling for and want, you cannot build up a business. Many a business has been built up simply by having the goods when people wanted them instead of just a few days or weeks too late every time. A good many businesses, too, have gone to pieces, just because the store never did have the goods, and people got tired of hearing that discouraging old story, "Just Out," or "None to-day," or "We expect some in a few days." It may be that you are really out of the goods only for a few hours, but to the man who comes in during those few hours it is just the same as if you were out for a week. Of course no store can always have everything in its line that is called for, but of course any store can come a good deal nearer to it than it does, and it pays to take all possible precautions to avoid getting out of the goods. You can't hold your regular trade if you are short on stock and you cannot get any of the other fellow's customers if your stock is always lower than his.

THE STORY OF NEWFOUNDLAND'S COD LIVER OIL.

It is impossible to say when the virtues of cod liver oil were first discovered, but it is probable that it was known in remote ages, some claim even by the Egyptians.

The origin of refining cod liver oil by steam or hot water pans can be traced directly to Mr. Charles Fox, a chemist of Scarboro, England. He was an enthusiast in the manufacture and worked up a very large business in Newfoundland in a short time.

He arrived in St. Johns in 1848. Not much is known of his antecedents, but he is still remembered as a fine old English gentleman and in appearance was always the essence of neatness.

His idea before coming was to start the manufacture of oil on the Grand Banks of Newfoundland, but he soon found out that to make it a success, it had to be worked from the shore, where the fishermen brought in large quantities of fish and where the livers could be collected economically and quickly in a fresh state.

The firm of Brooking & Son were the first to become interested with Mr. Fox, and these supplied him with capital and means to carry on the business and the first factory erected was in the east end of the harbor near to where the Terra Nova Engine Works are now located. From a small beginning it was not long before factories were erected in all the nearby principal fishing stations from Cape Race to Baccalieu.

There are still refiners in Newfoundland who worked with Mr. Fox and who learned the process of manufacturing from him. One and all still tell of the rigid cleanliness which he always enforced and which he impressed was always absolutely necessary.

There were no definite statistics kept in Newfoundland at that time of the quantity of oil manufactured, but it must have been in very large quantities and the fluctuations in price must have been as great and as rapid as they are to-day, as we know that Messrs. Brooking & Son lost the sum of thirty-five thousand dollars ($35,000) in one year. They were so incensed over this loss that they put Mr. Fox in jail while he was on a visit to England. (Any person who wishes to confirm these facts need only look up the old records at York Castle jail in England, where he was confined for about six months). It is hard to give their exact reason for treating Mr. Fox so badly, but even such proceedings did not dampen his ardor, as it is on record that during this enforced hospitality he corresponded with his friends in the drug trade, and although cod liver oil was very hard to sell, he managed to dispose of a considerable quantity for the firm of P. Rogerson & Son. It was only when special enquiries came to this firm from Wm. Tarbet & Sons, of Liverpool, to engage Mr. Fox as a broker to sell a large quantity of oil that they had on hand, that it was found he was in jail.

It need only be said that he cleared his character and returned to Newfoundland, where he lived for many years afterwards. He worked with several other merchants, more especially with C. F. Bennett & Company, L. O'Brien and P. & L. Tessier, who carried on the business to a large extent.

At this time Newfoundland was looked to as the principal source of supply of cod liver oil, and it was not till 1853 that Norway first made the improvement of manufacturing oil by steam and hot water pans. It is more than probable that they got this idea from Newfoundland, as this process had been carried on for fully five years.

There must have been a great deal of talk about cod liver oil in the year 1860, for we find that the Prince of Wales, now King Edward VII, during his three days' stay in St. John's, visited the cod liver oil factory of John Snow at Quidi Vidi. It is even said that he left the races which were held for his entertainment, with his doctor and the Duke of Newcastle, to see the factory. They tasted Mr. Snow's oil, which was pronounced of excellent quality.

The cod liver oil business, soon after this, must have had a considerable set-back, possibly from low prices and poor quality, for many refiners were not as careful as they should be. The Norwegians made a greater study of this business, and for a number of years almost had a monopoly. About the year 1880 they made a vast stride in the manufacture by the invention of the " Freezing Process" and so well did they keep this secret to themselves that the ordinary oil was almost unsaleable.

During the year of 1888, the firm of John Munn & Company were making special experiments to try and improve their manufacture, but it is likely their efforts would have been in vain without the assistance of Mr. Adolph Neilsen (a Norwegian inspector), who was employed by the Newfoundland Government in 1889, and every credit must be given to him as he first put them on the right track and set up the first freezing plant in Newfoundland for Messrs. Munn in Harbour Grace.

From this small freezer, and the erection of other larger ones in subsequent years, under Mr. Neilson's directions, the business took a new lease, and it is quite possible in the near future that it will gain its old-time ascendency over Norway, as the quality of the Newfoundland codfish is the finest that the world produces, and it only needs the greatest care and attention to produce the finest oil.

As proof of this we need only point to the fact of W. A. Munn securing the State Medal at the International Fisheries Exhibition in Vienna, Austria, in 1902, in competition with a whole room full of Norway exhibits from their principal exporters. As Vienna stands at the top of the ladder for Medical science, it is impossible to gain a higher compliment or award.

He is also doing his best to enforce the rigid cleanliness inaugurated by Mr. Fox, as we have it on the

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“ “ “ “ Salicylas

“ “ “ “ Subnit

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7 lb. boxes Camphor, 4 oz. Tablets.

1 lb. tins Camphor, ½ oz. and 1 oz. Tablets.

1 oz. and 1 lb. bots. and 1 lb. tins Ferri et Quinin. Cit.

½ lb., 1 lb. and 7 lb. pcls. Hyd. Ammon.

“ “ “ “ Perchlor.

“ “ “ “ Subchlor.

“ “ “ “ Oxid. Rub.

1 lb. bots. Magnes Ponderosa.

7, 14, and 28 lb. pcls., 1 cwt. kegs and 3 cwt. casks Magnes Sulph. (Epsoms).

1 lb. bots. Potass Acetas Gran.

1 lb. bots. Potass Citras Pulv. or Gran.

1 lb. Cartons, 1 lb. bottles, 14 and 28 lb. boxes Potass Iodid.

7,14,28 lb. pcls. and 5 cwt. casks Pulv. Seidlitz

1 oz. and 4 oz. bots. and 100 oz. tins Quinine Sulphate.

1 oz. bottles Quinine Hydrochlor.

“ “ “ Bisulphate.

“ “ “ Hydrobrom.

“ “ “ Salicylas Art.

“ “ “ Valerian

7, 14, and 28 lb. parcels and 5 cwt. casks Rochelle Salts.

¼ lb. boxes, ½, 1, and 7 lb. pcls. Sodii Bicarb.

1 lb. cartons Sodii Phosph. Pur. Gran.

It PAYS Pharmacists to handle reliable goods of the finest attainable quality.

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"Sticks Everything, but is Not Sticky"

Absolutely insoluble Cement. It is not only new—it is unique. It will repair everything from a cup or saucer to a motor-car exhaust pipe. In the case of china or pottery, it not only repairs but replaces missing parts. CÆMENTIUM is not affected by either water or heat. Should be stocked by all retailers. It is not a fish glue.

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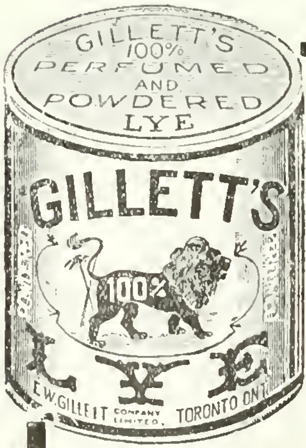
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in the highest sense, to you as a druggist and to your customers, is obtained when you sell

Gillett's Caustic Soda,
Gillett's Lye,
Gillett's Cream Tartar, Etc. Etc.

If your wholesale house will not supply you at list prices, send order to us, and we will ship goods direct.

E.W. GILLETT COMPANY LIMITED

WINNIPEG. TORONTO, ONT. MONTREAL.

Awarded Gold Medal Toronto Exhibition

best authority that his factories are even brighter and cleaner than model butter creameries operated by the Canadian Government.

Another great improvement in the manufacture of cod liver oil that will certainly revolutionize the refining, was introduced here in 1903 by Mr. Charles Fowler, of New York, and here we find Messrs. Snow, of Quidi Vidi, again to the fore, making the first successful demonstration of refining oil from the livers by direct steam. Its advantages over the old process of indirect heat are so many that it means another stepping-stone to our advancement.

The analysis of cod liver oil is a subject that interests the scientists and records can be traced to 1822, while many reports since are both interesting and amusing.

It brings forward a keen point in which our rivals, the Norwegians, tried hard to gain an advantage a year ago by instigating lawsuits in London to prove that Newfoundland oil was adulterated and not the pure article desired by druggists.

Such methods are despicable, as anyone interested in Newfoundland trade knows that there are no other fish oils or adulterants to be had, except they are imported into Newfoundland, and these can easily be detected by any chemist. They came near winning their case, but the thanks of Newfoundland are due to Mr. J. C. Umney, the celebrated chemist, who as secretary of the London Drug Club, contested these suits and drew up the ablest and most scientific analysis known. He turned the tables completely on the opponents and won the case for Newfoundland oil, establishing beyond a doubt the great improvement in our manufacture.

One of the latest feathers in the Newfoundland cap was the winning of a gold medal at the Fisheries and Naval Exhibition held at Earls Court, London. The Newfoundland Government put up a good display in which cod liver oil had a prominent part.

Since then the highest awards were granted to Newfoundland oil at the International Exhibition in Milan, Italy, 1907.

AMATEUR PHOTOGRAPHS AS A STORE WINDOW ATTRACTION.

There is scarcely a "cameraless" village in the country, no matter how limited it may be in population, while in towns and cities the Brownies, folding kodaks and other kinds are almost as common as flies around a molasses hogshead, says an exchange. And because they are so common their enthusiastic users may be drafted into service as advertising assistants who can render valuable assistance.

For instance, suppose you used a portion of your window display space each week for exhibition purposes, the "art gallery" being the product of local amateurs. People would stop and look, wouldn't they. They surely would. There isn't any question about that.

But, says Mr. Inquisitive, "How are we going to enlist the snapshotters?"

And the answer is that you can get people to do most anything within reason, if there is any inducement for them to do it. Well, there is nothing better than a cash inducement, and if you would be willing to give the successful contestant a ten dollar gold piece you wouldn't have to go around asking people to get busy.

The pictures would be all displayed in your shop windows, and the name of the photographer would be printed on the entry. It would attract an immense amount of attention to your window. But don't try it unless you are going at it enthusiastically. That is the one and only way to properly utilize a merchandising or advertising scheme.

A NEW DISINFECTANT.

The Rapid Cleaning Cartridge.

This is a disinfectant which deodorizes and destroys putrid matter and foul air. Disinfectants heretofore used in households, sick rooms and other places for the most different purposes gave protection only as long as they were active carbolic acid or chloride of lime, for instance, while disinfecting or sterilizing, deteriorated, and the result was that matter or places thus disinfected would after a few days become foul again and undergo decomposition.

This new medium is composed of different inorganic matters, which, after destroying all organic formations, such as bacteria, fungi, producers of rot and fermentation, keeps matter once disinfected permanently free from further contamination. See advt.

The annual meeting of the Proprietary Articles Trades' Association was held at the King Edward Hotel, Toronto, when the following directors were elected for the coming year:—Hon. Presidents, Henry Miles, Montreal, and Brent Good, New York; President, David Watson, Montreal; Vice-President, J. A. Mackenzie, Brockville; Secretary-Treasurer, L. S. Levee, Toronto; Board of Control, J. H. McKinnon, Toronto; W. J. Edmanson, Toronto; J. A. McKee, Toronto; T. E. Milburn, Toronto; W. G. Harson, Montreal, and Thos. Brady, Montreal. After the routine business had been transacted the executive made a presentation of a diamond ring to Mr. Levee as a mark of appreciation of his services.

NEW DEFINITION OF SUCCESS.

A good and rather unusual definition of success is given by J. A. Green. Not love, nor money, nor power does he give as the object of life, but the living of as good and right a life as possible. He says: "The greatest monument that any man can rear for himself, or leave to mark the place that he has filled in the world, is that in his time, in the age and generation in which he lived, he made the most of his opportunities; that considering his environment, as he was given to see the right, he did the best he could."

PHARMACY IN GREAT BRITAIN

(From our London Correspondent.)

Chemists and the Election.

The general election which took place in Great Britain and Ireland in January has not ended so well as was expected from the point of view of pharmaceutical representation in Parliament. Mr. Richard Winfrey, who retained his seat for South-West Norfolk, is the only pharmacist to be elected a member of the new Parliament. To the regret of a wide circle of friends and supporters, Mr. W. S. Glyn-Jones, who was put forward as a direct representative of pharmacy, failed to secure election in the Stepney division. He had as his opponent Mr. Leverton Harris, the late member and a strong candidate. Mr. Glyn-Jones, however, managed to pull down the successful candidate's previous majority by several hundred, and on the whole, there is every reason to congratulate him on his plucky fight. That he may have better luck next time is the earnest hope of those who desire to see pharmacy adequately represented in the House of Commons. Mr. W. H. Wandless, pharmacist, who sought the suffrages of the electors of Whitehaven, was unsuccessful owing to the presence of a third candidate in the field who polled votes which in the ordinary way would have been his. In North Antrim, Sir William Baxter, pharmaceutical chemist, appeared to have a good chance of success, but he also failed to secure election. The Pharmacists' Representation Committee which promoted the candidature of Mr. Glyn-Jones, proposes to continue its work, and steps are being taken to prepare for the next contest.

Progress of the Pharmaceutical Society.

At the monthly meeting of the Council of the Pharmaceutical Society of Great Britain, held in London on February 5, a report prepared by the Registrar (Mr. Richard Bremridge) was presented giving details of the strength of the Society and its work during the year. The statement showed the number of annual subscribers to be 6,676, with 599 life members, and 475 student-associates of the Society. The total number of pharmaceutical chemists on the register on December 31, 1909, was 2,062, chemists and druggists 14,194; total 16,256. A summary of the report on the administration of the Pharmacy Act showed that the following were proceeded against during the year: Drug store proprietors, 56; unqualified managers and assistants in drug stores, 2; chemists, 2; unqualified managers and assistants to chemists, 28; wife of chemist, 1; executors of chemists, 2; widows of chemists, 2; unqualified managers to the executors of chemists, 1; limited companies, 12; unqualified directors, managers and assistants to limited companies, 17; unqualified assistant to veterinary surgeon, 1; homoeopath, 1; grocers and general dealers, 6; seedsmen, 2; iron-monger, 1; assistant to iron-monger, 1; hair-dresser, 1; total, 155. The report reveals the fact that the number of members is now larger than has ever been known before in the history of the Society, and the president, Mr. J. F. Harrington, and others expressed their satisfaction at the excellent report the Registrar was able to present.

Friendly Greetings.

The action of the Ontario College of Pharmacy in sending friendly greetings for 1910 to the Pharmaceutical Society in London and the North British branch in Edinburgh, has been greatly appreciated. The card sent by the college was a very handsome one, and bore the signatures of the president, registrar and treasurer. Needless to say the good wishes expressed were heartily reciprocated.

Medicine Stamp Act Prosecutions.

Proceedings under the Medicine Stamp Acts occupied the attention of several courts last month. At Marylebone, Frederick George Turner, chemist and druggist of Paddington, was summoned at the instance of the inland revenue officer, for exposing for sale a medicine known as "Dr. Cole's Cooling and Teething Powders" (which is liable to stamp duty) without having a license; and also for selling a box of headache and neuralgia pills, and a box of "Dr. Cole's Pills for Ladies," without using the cover, or wrapper provided by the Commissioners of Inland Revenue, and duly stamped. For defendant it was urged that he had taken out a license for 8 years and it was a mere omission on his part that the license had not been renewed. The defendant's assistant was held responsible for selling the medicines unstamped, and in the end, a fine of 10/- with costs was imposed on two of the summonses and 5/- with costs on the other. At Old Street Police Court, London, Solomon Ginsberg, Middlesex St. E., paid a mitigated fine, with an undertaking not to repeat the offence, for selling a pot of "Venogen" without the required stamp wrapper; also for selling "Gray's Glycerin Tonic Compound" and a bottle of "Neuralgic Mixture or Nerve Tonic" contrary to the provisions of the Medicine Stamp Act. An important case under this Act came before the Court of Appeal on January 27, when the customs and excise department appealed against a decision of the justices

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All sizes and colors . . .
PRICE 6 cents per pound.

Camphor

Ounces and half-ounces.
5000 pounds direct from Japan just to hand
Special prices for the asking.
We can save you money here.

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Remember our remarks of last month.
Our Extract is the best.
Our methods are right.
We know how.
Gallon Jugs and Winchesters.

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Good Sellers For 1910

"MONEY MAKERS"

Stevens Listerian Surgical Dressings.
Stevens Surgical Steel Razors.
Stevens Clinical Thermometers.
Stevens Elastic Hosiery Supporters.
Stevens High-grade Catheters.
Stevens General Sundries.
Stevens English Rubber Goods.

When our representative calls, look over the lines of samples. They are convincing and the prices right. Give him an opportunity to show the GOOD SELLERS.

J. STEVENS & SONS CO.
LIMITED
145 Wellington Street West, TORONTO.

WILSON'S FLY PADS

Sales for 1909 were 35 % larger than ever before.

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Your profit is from 66 2-3 % to 90 %. It is good business to sell what your customers want.

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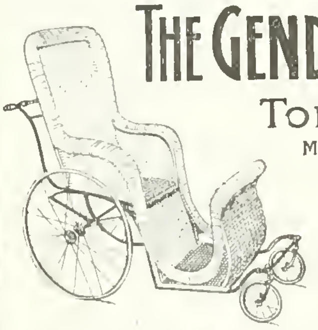

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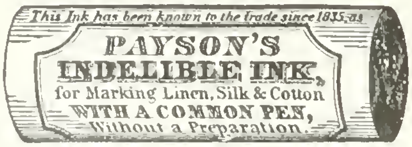
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INDELIBLE INK,
for Marking Linen, Silk & Cotton
WITH A COMMON PEN,
Without a Preparation.

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Received Medal and Diploma at Province of Quebec Exposition, Montreal, 1897.
Trade supplied by all leading Drug Houses in the Dominion

HORLICK'S MALTED MILK

Served Piping Hot in Quaint Mug or Dainty Cup, with Crisp Salted Wafers

This Formula will appeal to your Fountain Patrons.

TRY IT

Horlick's Malted Milk.......	2 tablespoonsful (heaping)
Whipped Cream...............	2 tablespoonsful (heaping)
Chocolate Syrup..............................	1½ ounces

Stir well, making smooth paste Add hot water to fill container Top off with powdered nutmeg

HORLICK'S MALTED MILK CO.

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of Bradford in the case of Kirby vs. Taylor. These proceedings were preferred against respondent for selling a medicine liable to stamp duty, namely, "blood purifier," without the required stamped wrapper. The question at issue was whether the respondent came within the terms of one of the special exemptions of the Act—whether he was a chemist and druggist "who hath served a regular apprenticeship." The Bradford justices decided that the words "regular apprenticeship" were satisfied by service, respondent having served a four years' apprenticeship to his father, but he had no article of memorandum or written agreement to produce. The justices found that he was within the exemption. The inland revenue authorities urged that for legal purposes there must be a memorandum in writing. After a lengthy hearing the Court of Appeal, consisting of the Lord Chief Justice, Mr. Justice Phillimore, and Mr. Justice Bucknell, allowed the appeal and sent the case back to the justices for conviction. As you will readily understand, this decision has created a stir in the minds of many pharmacists who have nothing in writing to show that they have served an apprenticeship.

Drugs and Chemicals.

There are few changes in the drug and chemical markets to record this month. Quicksilver is expected to become cheaper very shortly. Bromides and iodides remain unchanged. The opium business is quiet, there being no fresh news from the producing districts. Morphine is also quiet, the present price being 8/ per oz. for the hydrochloride powder. In regard to carbolic acid a better tone prevails, owing, it is thought, to a large purchase of crude carbolic for Germany. Glycerin is in steady demand, prices remaining unchanged.

Merchandise Marks Act Prosecution.

Much interest has been taken in a summons heard at Marlborough St. Police Court, London, on Jan. 25, against a company trading as Max Schliephak, Ltd., Charlotte St. W., and carrying on business as chemists and drug store proprietors, for applying a false trade description to a liquid contained in a bottle labelled with the word "Paregoric," the same not being in fact paregoric, as it contained no opium, and also for selling the article. The proceedings were taken at the instigation of the Pharmaceutical Society and were the first of their kind to be taken by the Society. The facts showed that an agent of the Society visited defendant's drug shop and asked for one ounce of paregoric. He was supplied by an assistant to the company. On being analyzed the article was found to be devoid of opium, the essential ingredient. Defendants offered, on investigation, the explanation that a mistake had been made by the assistant. They kept two kinds of paregoric —"Children's Paregoric," which contained no opium, and "Paregoric Elixir" of the required B. P. quality. The assistant wrote "1 oz paregoric" on the bottle sold in this case, whereas he should have used a label for children's paregoric. The magistrate found the case proved and imposed a penalty of £1 and 13/ costs on one summons, and a nominal penalty of 1/ on the other.

THE N. A. R. D. AND ITS POLICY.

In our published report of the proceedings at the last annual meeting of the National Association of Retail Druggists of the United States, it was stated that the American Druggists' Syndicate would practically control the policy of the Association, from the fact that the president-elect and some other officers were amongst the prominent men of the A. D. S.

It was foreseen at the time that such a situation was an unfortunate one for the N. A. R. D., and it was placed in a position which made many of its members have great doubt as to the future of the Association.

We do not wish to convey that the members of the A. D. S., who were elected to office in the National Association, were otherwise than excellent executive officers, and under other circumstances would have brought strength to that body, but the fact that this co-operative concern is strongly entrenched in the directorate of the Association aroused suspicion, whether correct or not we are not prepared to say, as to a change of policy in the working of this Association of retail druggists.

We notice that the Philadelphia Association of Retail Druggists has announced its withdrawal from the N. A. R. D., which it is understood has been incited, if not directly caused, by a recent onslaught made by the Journal of the Medical Association on the management of the N. A. R. D., and it is feared that other local bodies will follow the example of the Philadelphia Association, and also withdraw from the National body.

It appears that the Journal of the American Medical Association has come out very strongly against existing conditions in the N. A. R. D., mainly through its connection with the Druggists' Syndicate, and has made some very pointed assertions in reference to the policy of the Association.

It is certainly a matter for regret that an alliance such as would appear to have been formed between the organizations named should have been consummated. Any such an alliance cannot but create a feeling of uneasiness amongst a large portion of the pharmacists of the United States, lest some of the primary objects of the Association should be defeated by its recent action.

The Journal of the American Medical Association, which is always ready to make an attack on the retail druggists and imputes motives which have no reality, in fact, is making the most of this matter, and no doubt will work a good deal of harm to the Association by its arraignment of the methods and purposes of the N. A. R. D. It is certainly a lesson which cannot be learned too soon both by the pharmacist of the United States and of Canada, that all entangling alliances, such as that named, should be carefully guarded against. Let pharmaceutical associations stand upon their own foundations and carry out intact the purposes for which they have been organized, namely, the help and betterment of the retail drug trade, guarding all legislation and promoting the welfare of the craft by judicious methods, without in any way compromising its individuality by association with commercial or corporate interests.

Our readers have seen time and again the proposition made that pharmaceutical organizations should launch out into the preparation of "remedies" to take the place of patent medicines and proprietary articles which have obtained a foothold with the public. This is a step altogether out of the purview of any such body, and will only be disastrous in its efforts annulling any good which might come from the work of such a body.

There is a definite work which all organizations such as the American Pharmaceutical Association, the National Association of Retail Druggists and the Canadian Pharmaceutical Association can do for the betterment of pharmacy generally, and all outside matters such as entering into competition with exciting commercial bodies should be left "severely alone."

WHAT THE NATIONAL FORMULARY SHOULD BE.

By Lyman F. Kebler, Wymond H. Bradbury, Lewis Flemer, Henry C. Kalusowski and Augustus C. Taylor.

(Report of a committee of the City of Washington Branch of the American Pharmaceutical Association.)

The National Formulary should be a book of remedies which not only conserve and protect the welfare of the people, but also a book that represents the best that the American Pharmaceutical Association stands for. This Association has, for over half a century, been pointed to with pride as representing the best and foremost ideas of the profession. It must, however, be admitted that a number of features have crept into the National Formulary which are not in harmony with this high position, and the time is now at hand to rectify them. The day for using misleading names, unscientific mixtures and the concealment of habit-forming drugs by innocent names in this book has come to judgment. The time is at hand and an opportunity is afforded to eradicate everything of an undesirable character and replace it with that which stands for the best. The first and most important point to consider is

Nomenclature.

No names should be used which mislead in any particular. For example, the name Elixir Cinchona, applied to an article, as a synomn or otherwise, made by dissolving two or more salts of the cinchona alkaloids in a suitable menstruum and coloring the mixture in imitation of the genuine product is deceptive. The name, furthermore, should be descriptive of the product, and under no circumstances should preparations bear names which suggest diseases, pathological conditions or therapeutic indications. Such names conduce to self-meditation on the part of the public, which is recognized as a most pernicious practice.

If a preparation contains a habit-forming drug, the name of such a drug should form a portion of the name of the product. These agents, should, however, be eliminated from all formulas or medicines recognized by the National Formulary at an early date or at least reduce them to a minimum. Many state laws forbid or circumscribe the selling of commodities containing them except on prescription and it therefore seems expedient to remove temptation as far as possible. Any physician desiring to use these agents in his practice can prescribe them when desired.

Under no circumstances should a preparation be named after the vehicle or after an inert or comparatively inert substance if a potent agent be present, nor should it be named after a substance which is present in comparatively small quantities unless such substance be of the potent type.

In cases where there are a number of active medicinal agents present, some appropriate appellation, such as "compound," should be used to indicate the fact that the product is of a composite type. In case there are several medicinal agents present, possessing about equal efficiency, the following rule should obtain: The constituent after which the product is named should be present in an amount at least equal to that of any other medicinal agent present. For example, if a preparation contains three ingredients possessing approximately equal medicinal properties so far as it is possible to determine, the ingredient after which the product is named should constitute at least 33 1-3 per cent. of the entire mixture. In case the preparation contains a potent medicinal agent, such as strychnine, the preparation should be named after the potent constituent which is required to be present in sufficient amount to impart to the product its preponderating medicinal effect.

Synonyms.

The belief of the committee is that there should be introduced into the National Formulary as many synonyms as possible for the several preparations, but the best way to accomplish this without compromising the value of the book in any way as a legal standard or otherwise has not been arrived at. The reason for this is the fact that there are at present a number of names in use which are misleading, if not actually deceptive, when employed in connection with certain commodities. Such observers are of the opinion that the best solution of the

Buy Two Dozen and Save Fifty Cents.

PE-RU-NA

For Coughs, Colds, Grip and Catarrhal Troubles.

Schedule of Prices:

Less than 1 Dozen	-	$8.75
One Dozen	- - -	8.50
Two Dozen Lots	-	8.25
Twelve Dozen Lots	-	8.00

These prices less 5% if paid within thirty days.

The Great Winter Campaign of Advertising is Just Begun. Now is the Time to Stock Up.

THE PERUNA COMPANY, COLUMBUS, OHIO.

Branches: Mexico City, Buenos Ayres, Montreal, Canada; Melbourne, Australia; Calcutta, India.

Merit—Popularity—Success

The success of a product or preparation depends on its merit—continued success on continued merit.

The popularity of "Frosst's" preparations has grown into favor, year by year, solely on this basis.

The highest standard has been set for all preparations manufactured to bear the "Frosst" label, resulting in the growth of our business being steady and consistent, year by year.

"Frosst's" pharmaceuticals merit confidence—secure confidence—retain confidence.

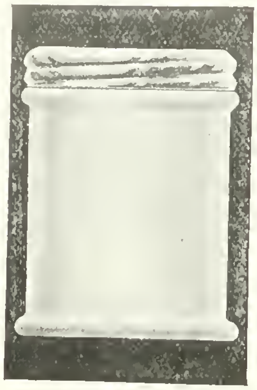
The specification of "Frosst" when ordering through your wholesaler ensures satisfaction.

Charles E. Frosst & Company

MONTREAL.

A FEW SUGGESTIONS IN OPAL WARE.

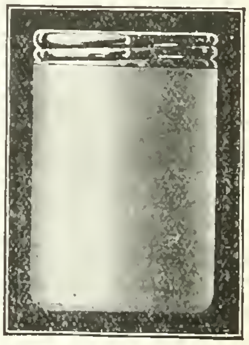
HANDSOME PACKAGES SUITABLE FOR
TOILET CREAMS AND OINTMENTS.


Style No. 220
¼, ½, 1, 2, 4 oz.

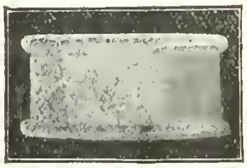
Style No. 242
¼, ½, 1, 2, 4, 8, 16 oz.

1 & 2 oz. Style No. 209
Embossed Brass Cap

Style No. 237
1, 2, 4 oz.


Style No. 50
½, 1, 2, 4 oz.

Our new Illustrated Catalogue is promised for April, would you like one ?


Opal Patch Box
⅛, ¼, ½, 1, 2 oz.

Embossed Aluminum Cap
Cold Cream
½ oz. and 1 oz.

THE BEAVER FLINT GLASS COMPANY
OF TORONTO, LIMITED.
DRUGGISTS' GLASSWARE

EVERYTHING THE DRUGGIST NEEDS IN GLASS **TORONTO - - CANADA.**

Why?

Did the sale of

Nasmith's
Chocolates

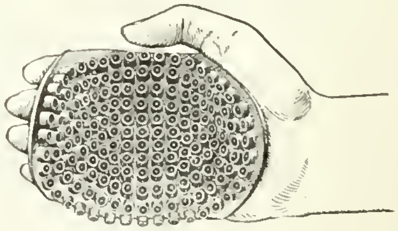
increase by leaps and bounds during 1909?

What's the use of clinging to old lines?

Nasmith's Packages are Live Ones

The NASMITH Co., Limited
66 Jarvis St., TORONTO

Dunlop Beauty Brush:



The trade will find this the best seller among all the toilet articles in its class. Made of fine soft rubber with vacuum cups and inner pencils, or articulators.

Write for prices and our catalog of Druggists' Tubing and Rubber Sundries

DUNLOP TIRE and RUBBER GOODS CO.
LIMITED
Toronto, Montreal, Winnipeg, Vancouver
Victoria Calgary St. John, N.B.

problem would be the introduction into the National Formulary of an appendix giving all of the synonyms that have ever been used for any of the preparations recognized. The objection to such a course is the fact that in many cases the synonyms do not actually represent the same products in different localities, and what would be supplied in one locality under the same synonym would not be supplied in another locality under the same synonym, and that the result would be dissatisfaction, confusion, and probably litigation. In other words, we believe that the synonym should be used directly in conjunction with the chief name of the product in the body of the text in quotation marks, or otherwise, indicating thereby that the article to be supplied when called for under a given synonym is the one prescribed by the National Formulary and no other. Many druggists and some practitioners are desirous of having these synonyms retained. It is furthermore believed that the use of synonyms in this manner would be of distinct educational value, and in time the antiquated synonyms could be discarded. Misleading synonyms should not be used.

National Formulary a Book of Formulas.

There is a great diversity of opinion as to whether or not the National Formulary should be a book of formulas, or whether it should include simples, such as tinctures fluid extracts, chemicals, crude drugs, etc. The committee is of the opinion that all simples should be embodied and described in the Pharmacopoeia and that all mixtures and composites such as Vegetable Cathartic Pills, Compound Tincture of Cardamom, etc., should find a place in the National Formulary. This would of course require that the United States Pharmacopoeia and the National Formulary be revised simultaneously, or that the revisions be so arranged that whatever the National Formulary should require in the nature of a simple drug should be included in the United States Pharmacopoeia at a suitable time. This raises the question of co-operation. It is believed that the best results can be obtained for both the National Formulary and the United States Pharmacopoeia only by having the two committees work jointly, and your committee therefore suggests that ways and means be brought about whereby the two committees act jointly for the purpose of improving both books.

Standards to be Provided Whenever Practicable.

It is held by some that the standards of the National Formularly are chiefly indicated by the various formulas, but it is believed that it would be far better to have a definite standard prescribed when practicable for each product recognized. For example, in preparing an article like Beef, Iron and Wine a precipitate usually results and filtration is necessary. The precipitate is a variable quantity depending upon the temperature at the time of preparation, the alcoholic strength of the wine, and the character and quality of the beef extract used, with the result that the finished product is likewise of variable composition. Such defects should be remedied by prescribing standards for the several ingredients used in preparing the article, and requiring the preparation itself to contain a definite or minimum amount of iron and nitrogenous material, the latter derived from a proper meat extract.

A statement as to the average percent. of alcohol by volume present should be given in the case of all preparations containing alcohol. Again, in case a product contains an agent like strychnine, it should be stated that a given amount of the product contains a certain amount of strychnine.

The Book Not to be Divided Into Two Parts.

This feature has been discussed pro and con at considerable length, but the committee believes it is unwise to divide the book into two parts. There is nothing to be gained by such a division. The reason for this conclusion is that if a product is of sufficient importance to merit recognition at all it should constitute a part of the body of the book, and if an article is of little or no value, there is no reason for considering it at all.

Druggists' Receipt Book Unnecessary.

The only good purpose such a book could serve is that of a repository for worthless, antiquated and defunct products. Of what possible value such a book could be to the progressive pharmacist the committee is unable to see.

Introductory Notes and Comments.

There is no reason whatever but that in the present state of pharmaceutical education and training, any and all information which would assist in producing better and more uniform products is desirable, and for that reason it is believed that the National Formulary should include useful introductory notes, comments, etc., in connection with every product which it is believed would be better made by so doing. Some may be of the opinion that such notes and comments would be catering to ignorance, but no one knows better the value of hints and suggestions to be observed in preparing various products than the members of the pharmaceutical profession.

Metric System Only Should be Used.

It is unqualifiedly the opinion of the committee that the metric system alone should be employed in giving the quantity or proportion to be used in preparing the various products.

Medicinal Tipples Should be Eliminated.

The sentiment prevails for eliminating all products which bear any kind of stigma as tipples. It is the earnest desire of druggists to clear their skirts of all features that tend to class them as liquor dealers. A number of the wines at present recognized by the

National Formulary are known to have little medicinal value. Many are largely sold to the general public in the disguise of tonics and stimulants. It would be greatly to the credit of the pharmaceutical profession, to the advantage of the medical fraternity and a blessing to the public to have the number of wines materially reduced at once.

Saccharin Unnecessary.

The use of saccharin as a sweetening agent for National Formulary products is uncalled for and should be discouraged. It has been shown to be a harmless agent. Its use, furthermore, in any preparation without specifically informing the consumer to this effect is misleading, in that he is led to the belief that it is sugar. In fact, the mere declaration of the name saccharin upon the package itself would tend to mislead the consumer, because the name saccharin is the general name used for sugars. If the physician desires to use saccharin as a sweetening agent of medicines used by him for the treatment of diabetic patients or otherwise, he is certainly in position to write a prescription calling for this ingredient.

Formulas and General Directions for Pills Should Be Included.

The general directions for making and coating pills as given in the National Formulary have been severely criticised by some, but a careful examination of the formulas and directions contained in the book, combined with actual practice, leads to the belief that this information is among the best available and should therefore be retained, either in its present form or modified so as to meet conditions obtaining at present. The criticism offered to the effect that the inclusion of directions in the National Formulary for the making of pills would be construed as making it incumbent upon all manufacturers to adhere to these directions is far fetched and deserves little consideration. It is understood that the information given in connection with the manufacture of pills is of a general character and to be utilized as occasion demands for preparing small quantities of the various pills that physicians may prescribe. It could not be construed as prohibiting large pharmaceutical manufacturers from using in the manufacture of the various pills they produce the modern, up-to-date machinery at present employed for this purpose.

Artificial Coloring Unnecessary.

In the past many highly colored preparations have been placed on the market, but the tendency at present is to eliminate all artificial coloring agents. Whatever coloring matter is naturally introduced by the ingredient or ingredients used in manufacturing the several commodities is all-sufficient. It is desirable to introduce one or more formulas for preparing coloring solutions to be used when called for by prescriptions. If a physician desires to have a certain mixture colored in some way, he can readily indicate this in his prescription. The idea of generally employing artificial coloring agents is not approved.

Preservatives.

There has been and still is a tendency to use preservatives for certain commodities which may, under varying conditions, have a tendency to deteriorate. The committee is of the opinion that no preservative should be used, except such as alcohol and glycerin and those agents naturally present in the various ingredients which constitute the article or articles used in making a given commodity.

Basic Elixirs Approved.

Basic elixirs are undoubtedly of advantage in the manufacture of medicinal agents and several select basic elixirs should find a place in the National Formulary, but the number should be small. Under no circumstances should they be colored artificially.

Extemporaneous Preparations.

There is a difference of opinion among the members of the committee as to whether or not it is desirable to prepare the various products extemporaneously. It is true that in the broad sense of the word, many medicinal agents are made extemporaneously, but the feature here under consideration is the dilution of fluid extracts, etc., in the manufacture of tinctures, elixirs, syrups, etc. The general feeling of the committee is that it is a safer procedure to dilute, for example, a standard fluid extract with a proper solvent in the manufacture of a tincture than to prepare such tinctures from the crude drug itself under conditions which are not as favorable as they might be. On the other hand, it is believed by some that a carefully made tincture from a high grade drug is superior to one made by diluting the average fluid extract. It is believed that a better tincture of nux vomica can be made from the powdered drug itself than by dissolving a solid extract in a given solvent. It is self-evident, however, that tinctures, elixirs, syrups, etc., should not be made by promiscuously and indiscriminately diluting concentrated products. Each case should be carefully investigated and used only when sanctioned by competent authorities. Definite information should be contained in the National Formulary for each and every product to be made extemporaneously as indicated above, so as to obtain uniformity. This practice would also require a careful consideration of the menstrua employed in preparing the concentrated products recognized in the United States Pharmacopoeia.

Opposed to Proprietary Imitation.

The committee is unqualifiedly opposed to the re-

Guaranteed for 2 Years against Boiling Water

Have you ever longed for a Hot Water Bottle that would make friends for you, instead of antagonizing good customers?

A Hot Water Bottle that wouldn't—in fact, couldn't—leak, no matter how hot the water poured into it?

A Hot Water Bottle you could sell with a guarantee, instead of a caution?

That kind of a Hot Water Bottle did not exist until F. J. Gleason, Vice-President of the Walpole Rubber Company, invented the one-piece, seamless, cementless

"WALPOLE" Hot Water Bottle

By a most ingenious process, patented by Mr. Gleason, the "Walpole" Hot Water Bottle is moulded and vulcanized, **all in one piece**, over a fusible core, which is then melted and run out, leaving a perfect bottle, without seam or joint or any other weakness.

You know the cemented joints of the old-style Hot Water Bottles won't stand even scalding water. You know, too, how your customers, in spite of your caution, are likely sooner or later, to pour in water a little too hot and start a leak. Then, whether you hear it or not, you are likely to be blamed for selling an inferior bottle. The fact that you dared not guarantee the bottle when you sold it will not lessen this impression.

As the "Walpole" Hot Water Bottle has no cemented joints, and as every bottle that leaves our factory has first successfully stood a pressure of **80 pounds of live steam**, you can safely guarantee it for **two years** against boiling water or any other accident. We'll stand the loss on every bottle that comes back to you.

As a matter of fact, the "Walpole" will last a lifetime.

Feature the "Walpole" in your window and counter displays—talk it—**push** it. It will put new life into your Hot Water Bottle Trade and help to establish your reputation for the highest class goods.

Walpole Rubber Co.

THOMAS REID,
Sales Mgr., Drug Sundries Dept.

Limited
MONTREAL

You'll Recognize One of These Gillette Representatives

A. M. CROSS
Maritime Provinces
and Eastern Ontario

F. S. LEFEBVRE
Province of Quebec

for you share with him the work and the profit of transferring GILLETTE Safety Razors from our factory into the hands of your customers. His object, as you know, is not to load you up with as many GILLETTES as possible—it is to help you **sell** as many as the people in your territory can use. We have never considered our part of the deal completed when we put the razors into your store—not until your customers carry them out again. That is why we are spending thousands of dollars every year in advertising. Part of this goes to bring GILLETTE purchasers into **your** store.

TRADE Gillette MARK
KNOWN THE WORLD OVER

A. A. BITTUES
Managing Director

Possibly our representative could help you a little more than he has yet had the opportunity of doing, to increase your sales of GILLETTES. He is in constant touch with other hustling GILLETTE dealers and knows the plans which they find most successful. He has some mighty good ideas, too, about displaying GILLETTES most effectively, and would be only too glad to give you the benefit of them. We feel that the closer you and our Representative and our Manager work together, the more razors you'll sell and the more money we'll all make. Talk your GILLETTE problems over freely and frankly with our Representative, or write our Manager about them. If you have any criticisms or suggestions we shall be very glad to hear them.

TRADE Gillette MARK
KNOWN THE WORLD OVER

G. A. MACKENZIE
Province of Ontario

M. J. MAGUIRE
Western Canada

THE GILLETTE SAFETY RAZOR CO. OF CANADA, LIMITED

Office and Factory: 63 St. Alexander Street, Montreal

cognition of any formula which is intended to produce an imitation of some proprietary product.

This opens up a vast field which has been discussed on numerous occasions. So far as we are able to ascertain, no hard and fast rule can be laid down which can be followed in adding or eliminating products from the National Formulary. It is believed, however, that great liberality should be exercised along this line, because the National Formulary is intended to be used in various sections of the country, which differ very materially as to climatic conditions, character of people, education, etc. We believe that all products should be retained or introduced for which there is a reasonable demand in one or more sections of the United States. In fact, this feature should be considered largely a function of the medical man, supplemented by pharmaceutical experience.

The general belief of the committee is that supplements or corrections and additions should be issued as the progress of pharmacy and medicine may demand. It is not necessary to revise the National Formulary in its entirety at given intervals, but the advances and changes could readily be brought about by the supplements indicated.

ANALYTICAL NOTES.

We are in receipt of the fourth annual issue of "Analytical Notes," published by Evans Sons, Lescher & Webb, Limited, Liverpool, England.

These "Notes" are of figures from analytical records of certain abnormal or adulterated drugs and chemicals which have come under the notice of the firm during the past year; also of the examination of other products, and giving analytical methods which have been found useful in the laboratory.

These notes will be found of real value to analytical chemists and practical pharmacists.

In this issue will be found a complete "Prices Current" corrected up-to-date, which will be found useful in making purchases.

The prices given are those charged the retailer in small lots, and in many cases are subject to reduction if purchased in large quantities. We would advise keeping this copy of "The Druggist" nearby so as to be able to refer to it especially when pricing any "new remedies."

Some one has truly said that while opportunity knocks once at every man's door, the person inside has no right to expect the panels to be kicked in. Opportunity is now knocking at the door of practically every business centre in this country and with force enough to demolish the doors of the ultra-conservative and pessimistic.

Children are naturally impolite, until they are taught that they cannot hope to make much money without.

POLITENESS.

Politeness consists in concealing from other people the fact that they annoy you.

If a man springs up from his seat in a crowded car to give it to a woman, that is politeness. If he permits his wife to drag a chair from one room into the other, while he is smoking and reading the evening paper, that is innocent absorption.

It pays to be polite—when it doesn't cost anything.

Politeness originated in the Garden of Eden, when Adam fell merely to oblige Eve. (And yet they say that man is selfish!)

The man who is truly polite never forgets himself. Such a man, if he is obliged to kick another man downstairs, will always see that his hat is sent out to him.

Always be polite when you are borrowing money from a friend. Remember that it doesn't cost anything to give him the impression that you are going to pay him back.

There are two kinds of politeness—politeness to yourself and politeness to others.

When you come home late at night, for example, even if you are very tired, always remove your hat and coat before getting into bed. It is little attentions like this that constitute you a gentleman. At the same time do not disturb your wife if you can possibly avoid it. It is the height of rudeness to awaken a sleeping lady.

The polite man is always welcome everywhere. That is, almost everywhere—except at a bargain counter, a fire, or a financial panic.

Then he is de trop.—Southern Pharm. Jl.

MAKE CIGAR BOXES OF PAPER.

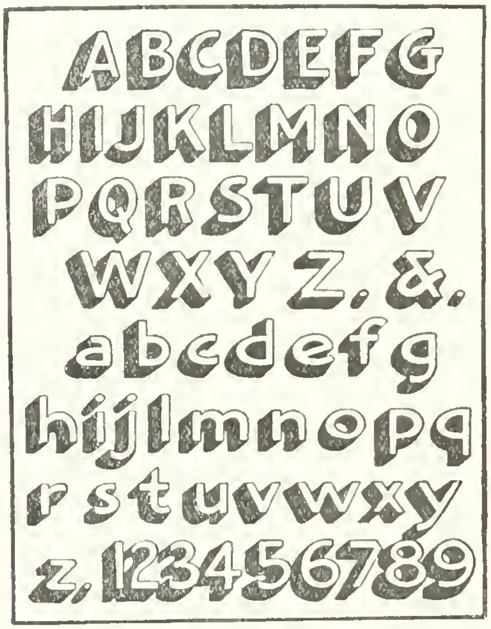
A French tobacco manufacturer says that before long all cigar boxes, except those used for expensive brands, will be made of paper. This is due to the fact that the supply of cedar wood is becoming scarce. Already some of the very cheap cigars are making their appearance in Paris in boxes of paper pulp, which, for the sake of realistic effect, are saturated either with cedar oil or a chemical equivalent. He points out that a cigar box is a thing not merely to look pretty. It is meant to prevent evaporation and thus keep the cigar moist. This object is not accomplished as satisfactorily with a box of paper pulp as with one of wood.

REMOVAL.

The firm of Young Bros., manufacturers of special lines of fancy goods, have been obliged to move their factory on account of the necessity for increased space, brought about mainly by the large demand for metalography (pierced brass) and pyrographic lines. They are now to be found at 485 King St. West, Toronto, in the building formerly occupied by the Rudd Paper Box Co.

SHOW CARD WRITING

Style in card lettering is a desirable quality, and if you are a good writer with a distinctive character to your figures and lettering, perhaps it is best to continue along the same line, for you gain a certain exclusiveness in your silent salesman. But if you want to vary the style it is a good idea to try something entirely different.



The above is an effective style of letter for show cards and one which, with a little practice, is easy to produce. It represents the free-hand brush stroke for which the paint should be thick enough to throw a broad stroke at will, without retouching. A well-balanced and smooth letter is impossible if the paint is too thin, besides it is liable to run.

This letter with its heavy shading stands out conspicuously, and an endless variety of cards may be made in this style.

The letters can be easily made from three-quarters of an inch to four inches high with a good degree of speed by any energetic student. "The trouble with the majority of show card writers is the tendency to avoid practice, to be discouraged by hard work, and to give up, let go, whenever something more glittering appears before them," says an expert. "Expecting to become card writers without practice, and the other essentials that are necessary to a complete mastery of the business, has sent more young men back behind the counter than is generally thought. 'Keeping at it' is the best known ingredient in the make-up of a card writer, and it takes a big supply of this to accomplish anything worth while in any profession. Many card writers are expecting and attempting too much; they expect that a few weeks of hit-and-miss practice will make of them a fifty per man, and they are attempting to force cards on the public which should be kept in the background."

Good show card ink should be used, which may be thinned with water to make it flow easily from the brush.

A small sable, long-handled lettering pencil will meet all requirements for ordinary work. With light pressure a fine line may be obtained with this brush, while a heavier stroke will give more body to the letter.

A good quality of white cardboard of moderate thickness should be used. This can be found at any printer's shop, and costs about five cents per sheet. It may be cut into any shape or size desired.

An easel design or card is made by pasting one end of a supporting strip of the stiff cardboard on the back of the card and extending the unattached end backward to act as a support. Probably every druggist has seen such a device and understands what is meant.

THE PREPARATION AND USE OF SHOW CARDS.

Read at A. Ph. A. Meeting by A. B. Eberle.

Every druggist, be he in a town or small city, must realize the necessity of show cards to assist in selling the goods he may display in his show window. They state the selling price and explain the use of the articles shown. The druggist located in a large city who can afford the services of an expert show-card writer is not confronted with the same obstacle that the dealer in smaller places has to contend with. The latter probably cannot afford an especially trained man for the work, or a man of this kind is not available. The making of such cards, therefore, devolves upon the proprietor or one of his clerks, and the question then arises as to the best means of making the neatest-appearing cards.

A great many druggists use the free-hand or written card, but while this sort of a card possesses an individuality which the printed card lacks, nevertheless the latter is to be preferred on account of its neatness, more finished appearance, and the fact that it is more easily read.

The writer uses a so-called "Easy Sign Marker" for the printing of these cards. Such printing outfits can be had under various names for from $1.60 to $2.50, depending on the size of the face of the type. An even better sign-maker than the above is

No Fumes or other Inconvenience

THE DEODORIZING DISINFECTANT

Absolutely Odorless ! Non Poisonous !

The "Rapid Cleaning Cartridge"

When the Rapid Cleaning Cartridge (Powder) is brought in contact with moisture or water different chemical processes take place which act in a deadly manner on all **BACTERIA** and organic formations.

The "R. C. C." eliminates all foul odors; leaves none of its own.

Put up in Packages. Retail at 25c.

ONE PACKAGE MAKES 5 TO 10 GALLONS SOLUTION

AGENTS WANTED EVERYWHERE

MEADOW ST., FORT BOMBAY, 24th FEB. 1899

D. FERNANDEZ & Co.
CHEMISTS, Es'T. 1870

I have tried the samples of R. C. C. you sent us, in three places: after five minutes I found 75 % of the matter was disinfected. I then allowed it to stand for half an hour, I then found 90 % was disinfected, with kind regards. Yours sincerely

D. FERNANDEZ Co., New York, N.Y.

Original at office of R. C. C. Wk's. 1996 Belmont Ave.

The R C.C. was used exclusively at the Thyphoid Epidemic at Stamford, Conn., U.S.A., in 1895.

Sole Canadian Distributant

OTTO T. E. VEIT

28-30 Wellington St., West Toronto, Ont.

WILLIAM E. BOON,
612-613 Lindsay Building - Montreal
Sole Selling Agent for Province of Quebec

William Mather, Limited

MANCHESTER

ESTABLISHED 1847

"VENTILO" PLAISTER

Patent 20808

In India-Rubber and Plumbi Base

HOSPITAL, INFIRMARY, SURGICAL & PHARMACEUTICAL PLAISTERS

Great saving of time and cleanliness in cutting pieces of a uniform width from any roll of Plaister.

Samples and Prices on application

Specialty: Pharmacopœia and Surgical Plaisters in

INDIARUBBER COMBINATION. Porous, Plain and "Ventilo" Spread

In order to meet the largely increased demand for our Rubber Combination Plaister, new and additional machinery (Calender process) has been laid down and we now possess every facility for the production of Perfect Plaisters, and are in a position to execute orders without delay.

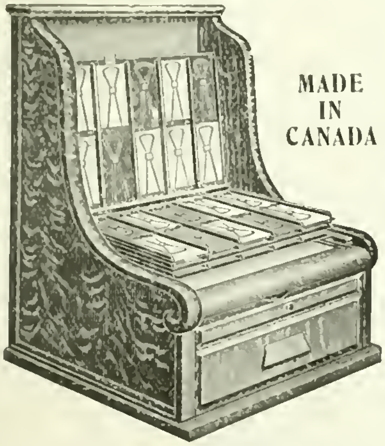
BELLADONNA POROUS OR "VENTILO" PLAISTERS

RUBBER COMBINATION

Guaranteed to contain 0·5 % Root Extract Belladonna Alkaloids

N.B.—Belladonna Plaisters, made in strict compliance with the new 1898 Pharmacopœia, are reddish brown in color.

London Agents: MACE & HALDANE, 94 Milton St., E.C



MADE IN CANADA

Book-Keeping Without Books

THE McCASKEY CREDIT REGISTER SYSTEM is acknowledged to be the most complete up-to-date method of handling accounts ever invented.

It is so good that many of the progressive commercial colleges and correspondence schools are teaching the *McCASKEY SYSTEM*

It is so simple, easy and accurate.

It is such a time-saver, labor-saver and money-maker that nearly sixty thousand merchants in all lines of business are using the *McCASKEY* to-day.

The *McCASKEY* Register System handles your accounts with only ONE WRITING. It gives you more information about your business than you can get from any other system.

THE McCASKEY Register Company are the originators and inventors of the one writing, total forwarding system. Don't waste your time and money with incomplete and unsatisfactory imitations. When you get a McCASKEY you get the best that brains, skill and money can produce.

Write for information—it's free for the asking

DOMINION REGISTER COMPANY Limited

Successor to The McCaskey Register Co. in Canada

96-104 Spadina Avenue TORONTO, CANADA

Wm. Cooper & Nephews

Toronto - Ontario

Canadian Branch of Wm. Cooper & Nephews, Berkhamstead, England.

Proprietors and Manufacturers of :—

- Cooper's Cattle, Sheep and Hog Dips.
- Cooper's Fruit Tree Sprays, V1, V2, V3, V2K.
- Cooper's Apterite, Fumigant and Fertilizer.
- Cooper's Lavene, Cure for mange.
- Cooper's Shofa, Hand Cleaner.
- Cooper's Household Disinfectants.
- Bitter Lick. Medicated Salt Bricks, Etc.

SEND FOR TERMS AND ADVERTISING MATTER

Wm. Cooper & Nephews

152 Bay Street

Toronto - Ontario

We Want to Send Our Catalogue

To Every Druggist

It contains hundreds of ideas for the up-to-date pharmacist. Ideas that are money getters in the way of improving display space and consequently increasing sales.

It contains cuts of new designs of fittings and showcases, patent medicine cases and tincture shelving, prescription cases and dispensing counters, display counters etc., etc.

With every copy goes our "SILENT SALESMAN,"
a little trade paper especially for druggists. - - -

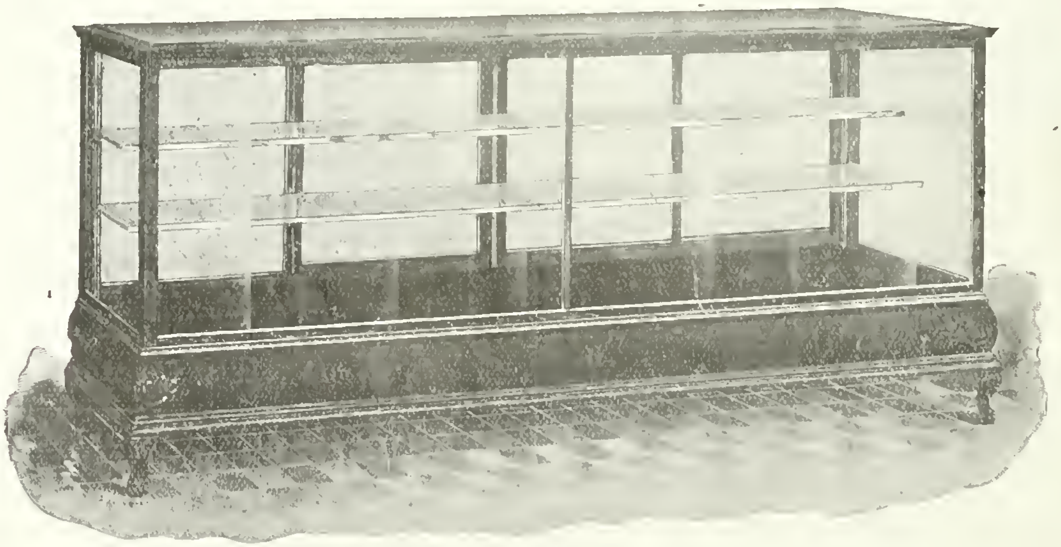
Do you want this catalogue? Yes! Then send for it today.

Jones Bros. & Co.

LIMITED,

Drug Store Builders

29-31 Adelaide St. West, Toronto, Ont.



Our New Century Special, $8.50 per foot.

one in which the letters are outlined, giving an opportunity of making certain words prominent by filling in the letters with another colored ink than that used on the rest of the card. Such an outfit is, of course, more desirable, and costs from $12 to $16.

With a little judgment and practice in laying off the space, any one can in a short time become quite proficient in the manufacture of his own show-cards. Black ink on white, ten-ply cardboard is the best to use. This cardboard comes in sheets 22x28 inches, and two 11x22 signs can be made at a cost not to exceed two cents each, not considering the time employed.

The first cards made for our store were simply descriptive of the goods for sale or of the store service. Later the cards were rendered more attractive by surrounding the wording with a heavy red line, an ordinary ruling pen being used for the purpose. Still later the cards were further improved by pasting an appropriate picture onto the card, these being obtained from discarded periodicals, calendars, and so forth.

These pictures add life to the cards and catch the eye, where a plain-printed card would pass unnoticed. By way of example there are herewith given the wording of two cards with well-suited cut-outs. A picture of a gentleman smoking in a large easychair would be very apt for a card bearing this message: "Enjoy your after dinner smoke. Try one of our 'Ben Ali' cigars. Price, 5c." A card with a picture of "The Father of Our Country" was used in this way: "Washington could not tell a lie. We can, but won't. What we tell you about our goods you can depend on."

So far these cards have only been suggested as an aid to window exhibits. In our store, however, we not only use them in this manner, but also have signs so arranged throughout the store (by suspending them from a heavy wire) that no matter which way the customer looks, some statement about the store or its goods will attract and present a selling argument.

Here it might be well to discuss the arrangement of the subject-matter of your cards so as to get your customer to read them. According to good ad. writers, four basic principles should be adhered to in the wording of your signs. They are:

Getting attention,
Creating desires,
Convincing,
Causing sale.

In getting attention there are several things to be considered. Probably the best method of attaining this end is the use of a fitting illustration, for, as any one who reads the newspapers knows, the eye will naturally read those ads. first which have illustrations in connection with the reading matter. Another point not to be lost sight of is the typographical appearance of your card. Arrange the reading matter so that there will be about the same margin of clear space on all sides, and still another feature is to underline and enlarge the headline.

Having attracted attention, you should next strive to create a desire for the article advertised. This may be accomplished by so describing the article as to appeal to the reader's vanity, comfort or convenience. If, for example, it is a shoulder-brace, tell how much better the reader will appear with his shoulders straightened and how little discomfort he will find in wearing them.

The desire being created, you should then convince the customer that the article is what it should be by speaking of its quality and durability. A woman might desire a certain water-bottle you are advertising, but unless she is convinced that it has quality and durability she would hardly purchase it. These, therefore, are two points you should bring out.

After having convinced the reader of your card that the article advertised is a desirable one, your next endeavor should be to cause a sale by showing that the price is reasonable, and that to buy the article is therefore a matter of economy.

In treating the subject thus far it has been the endeavor to tell what principles are involved in the making-up of a show card. Now let us consider how the cards should be worded. Do not use either too few or too many words, but rather, as Mr. Glabe said in an article read before the A. Ph. A. in 1903, "make the wording of your cards bright, terse, snappy, convincing, suggestive and timely." The author of an article appearing in the "New Idea" advises that you appeal to your customer's egotism and turn it into dollars. "John Smith is always more interested in himself than in you or any one, or anything else. Then make your appeal to John directly and personally."

Apply this same principle to your cards, and, instead of saying "Our great toothbrush sale is on," try this: "An opportunity for you to get a toothbrush at small cost." Also in place of "A great value in toothbrushes," change it thus: "These toothbrush prices mean a saving to you."

The author of said article goes on to say that while this direct appeal may seem like an unimportant feature, it is not deemed so by men who are making serious and successful work of their advertising.

Here is the wording of a few cards which will serve to illustrate the various features spoken of in this paper:

"A man with corns on his feet has a right to growl until he has used Oriental Corn Cure. Price, 25c. a bottle."

"Be kind to your skin. Try a box of Elite Face Powder. Price, 35c. a box."

"If you have any objection to growing up through your hair, try a bottle of 'Crown Hair Tonic.' Price, 50c. a bottle."

"If you are satisfied with our goods, prices and services, come again."

"She raves over Orange Blend, our new drink. 5c."

"We have the kind of infant foods that will keep your baby healthy and happy."

"Have you examined our new Cameras?"

"Question your doctor as to the prescription service we give."

"Be fair to your physician—let us fill his prescriptions."

"We fit trusses—and guarantee the fit. Our prices are as right as the trusses."

"Glad you stopped—Walk in."

In conclusion it may be said that the free use of show cards, not only in the window, but more especially inside to advertise the store, your goods and service, will be found (by anyone not already using this kind of advertising) to be a paying investment. The expense, as already explained, is almost nominal.

A WORD AS TO THE IMPORTANCE OF NEATNESS AND CLEANLINESS AT THE PRESCRIPTION COUNTER.

With Hints in Regard to Cleaning and Removing Stains and Discolorations From Vessels and Apparatus Used at the Prescription Counter and in the Laboratory, etc.

The following article was written a few days befor Mr. Moore's death, the news of which is given elsewhere in this issue. It was his last contribution for publication:

There is hardly anything which betokens the careless and untidy pharmacist with such unerring certainty as to see his spatulas dirty and sometimes partly tarnished with rust, his mortars and graduates sitting in confusion about his prescription counter and his sink, none of them being clean and in condition for immediate use; and to see his mortars sometimes so stained and discolored that you could hardly tell of what kind or of what colored material they were made and with his powder slab, pill tile and ointment slab all in such soiled and discolored condition that they would defile, discolor and even injuriously contaminate white or light colored substances that might be brought in contact with their surfaces.

How to Clean Spatulas.

The spatulas should be kept bright and clean and should be cleaned and scoured, if necessary, every day or so. I think this can best be done with a rag which should be dipped in water, well soaped, and upon which has been poured a little liquor ammonia, and then dipped into coal ashes which have been passed through a sieve from 16 to 20 meshes to the inch. Then place the blade of the spatula upon the frame of the sink, or other convenient and firm surface, and rub and scour it vigorously until the rust and discolorations have been removed, and the spatula is rendered bright and clean. This treatment requires only about a minute or so, and if the process is executed quickly, a dozen spatulas can thus be cleaned in from fifteen to twenty minutes. Pumice or rotten stone may be substituted for coal ashes, but there has been nothing that I have tried that has proved so effective and satisfactory as coal ashes. Their frictional and absorbent properties seem also to peculiarly fit them for cleaning and scouring so many things, and especially porcelain, glass and metallic vessels with smooth and polished surfaces which have been used for making cold cream, Goulard's Cerate and ointments of all kinds, also for cleaning ointment jars, dishes, capsules, etc. The following is the method I have usually adopted: First, the soiled vessel should be thoroughly scraped to remove as much of the ointment as possible, then gently heat it to soften the greasy matter, and immediately place it in a small quantity of water, and with soft paper, a rag, or cotton waste thoroughly wipe the vessel. Then, at once throw into it a small handful of sifted coal ashes or as much as you may think necessary, and again wipe the vessel out as before, which will generally almost instantly and entirely free its surface, as by magic, from every trace of grease and leave it almost as bright and clean as if it had not been used. Then to complete the operation, the vessel should be well washed, both outside and inside with soap and water and wiped dry. Try it and you will be surprised at the facility with which the work is done.

The prescription counter of every pharmacist should be kept clean and in order, and it should be provided with an ample supply of old rags, cotton waste, soft paper, a suitable sponge, and brushes for use on the interior of bottles and every other convenience necessary for the effective and expeditious cleaning of bottles, mortars, graduates, and all articles and utensils necessary for use at the prescription counter. A suitable drawer should also be provided convenient to the sink for holding sifted coal ashes.

Uses of Coal Ashes.

Sifted coal ashes will be found useful in so many ways in all sorts of detergent and lavatory operations, viz., in removing the old deposits from stoppers, necks and shoulders of shop bottles, such as usually form from tincture chloride of iron, iodine, the resinous tinctures and other preparations which will often not yield readily to soap and water, or other ordinary means; and also in cleaning and removing deposits of various kinds from old prescription—and other bottles—which have been brought in to be refilled and which are besmeared by deposits of iron, iodine, resinous matter, copaiba, cod liver oil, etc., which have become solidified and which often strongly resist almost all ordinary treatment. It will be found, however, that they generally yield to a scouring with a well soaped wet rag and coal ashes and, if necessary, a little alcohol or hydrochloric acid. In cleaning solidified deposits from bottles, it is well to scrape, or cut off with a knife as much of the solidified deposits as possible from the bottles before attempting to scour them.

FINE PHARMACEUTICAL PRODUCTS THAT GIVE SATISFACTION TO PHYSICIAN, PHARMACIST AND PATIENT

TRADE MARK 'TABLOID' BRAND
TRADE MARK 'KEPLER' BRAND
TRADE MARK 'ENULE' BRAND
TRADE MARK 'VALULE' BRAND
TRADE MARK 'VALOID' BRAND
TRADE MARK 'SOLOID' BRAND
TRADE MARK 'HAZELINE' BRAND
TRADE MARK 'ELIXOID' BRAND
TRADE MARK 'VAPOROLE' BRAND
TRADE MARK 'WELLCOME' BRAND

The products bearing these Trade Marks are issued by BURROUGHS WELLCOME & Co.

These brands represent the highest perfection yet attained in manufacturing processes and the latest development of scientific research.

The sale of articles of other manufacture when any of these brands are specified in ordering is an infringement and unlawful.

BURROUGHS WELLCOME & CO., LONDON (ENG.)
SYDNEY CAPE TOWN MILAN SHANGHAI

Offices in America:
101-104, Coristine Building, MONTREAL; and 45, Lafayette Street, N.Y.

Full stocks are held by all the Firm's Houses and also at the following depots:

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LEVER BROS., Limited

Chemically Pure

REFINED GLYCERINE

(MADE IN CANADA)

In Half Ton Drums
56 lb. Cans, 28 lb. Cans and
Winchester Quarts

QUOTATIONS GIVEN FOR ANY QUANTITY

SELLING AGENTS

John Cowan Co., Limited

Montreal Chemical Works

3 Dalhousie St. - Montreal

Big Spring Seller--Big Profits

250,000 Spraybrushes Will be Sold Within the Next Six Months. You Can Sell a Profitable Number in Your Territory

The KNICKERBOCKER SPRAYBRUSH is a big Spring Seller because it has many *superior* features and is well *advertised.*

Full and half page advertisements, effectively illustrated, will appear throughout the Spring and Summer months in the biggest and best publications of national circulation. This advertising will send many purchasers to your store, and when you show them this handsome brush and explain that every purchaser gets the use of *three* brushes—the bath, shampoo and massage—for the price of *one*, they will willingly pay the reasonable price for the

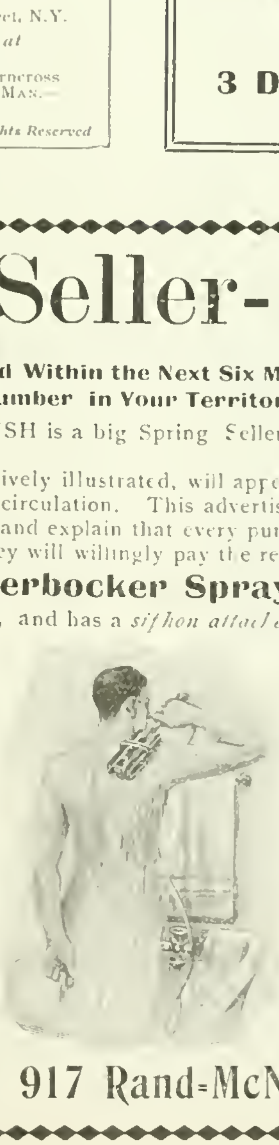
Knickerbocker Spraybrush

It can be easily attached to any bath-tub faucet, and has a *siphon attached* for homes not supplied with running water.

Selling Possibilities in Your Territory

When you consider the fact that thousands of homes in your territory have bath rooms, not one of which will be *complete* until the KNICKERBOCKER SPRAYBRUSH is made part of the equipment, you will appreciate the large demand and sale which they will have in your immediate district.

What dealer cannot sell one dozen within the first thirty days? The sale of the SPRAYBRUSH is not limited to one sex or class. Purchasers are about equally divided between men and women, and the reasonable price is within the reach of practically every-one.



Because of its *universal* use you will sell SPRAYBRUSHES to ninety per cent of your *best* customers the first year. The SPRAYBRUSH makes the indoor bath as vigorous and healthful as a splash at the seaside. Gives all the benefits of an overhead shower, at only a fraction of the cost. *It sells—it pleases—it repeats.*

WRITE TODAY for descriptive catalogue and attractive prices to dealers. We furnish (free) advertising and other helps to make a LIVELY SALE FROM THE START.

The PROGRESS COMPANY, 917 Rand-McNally Bldg., CHICAGO, ILL.

TO MAKE MONEY

PURCHASE CANADIAN CENTRAL MINES AT ONCE

One of the world's famous financiers once said to a friend; "When you invest in the stock of a Company, don't look "for the best, for you will never find it. Look for a good one, and invest your money and do it quickly Don't wait to "see if it pans out all right, for there is where you lose your opportunity. If you wait to see the panning out process, 'you will have to pay a premium on the stock and you will have lost the biggest advance in value. **YOU MUST MAKE 'MONEY** on your judgment and foresight, and not on demonstrative facts."

TO THE INVESTOR

It is an indisputable fact that a well managed mining development company will show greater profit than any other form of investment. No other industry has made so many fortunes and paid such dividends as a well managed mining enterprise.

The question naturally arises—what is considered a well managed Company, or what you might term one of solid worth? We consider that when a Company owns the property which it is operating—when it is known the property is of value—when the affairs of the Company are managed by successful, honorable men—then we consider that 99% of the risk is eliminated and the proposition becomes purely a question of development, with the certainty of large returns.

The purpose of this article is not to convince you that the investment we offer you is good BECAUSE WE SAY SO. We simply submit the facts and opinions, and prefer you to analyse the statements and judge for yourselves.

CANADIAN CENTRAL MINES was formed about two years ago, with a charter capital of $1,000,000. divided into one million shares of $1 each, of which 525,000 shares have been issued, leaving 475 000 shares in the treasury for future development work.

The Directors of the Company are as follows:

Hon. J. K. Kerr, Speaker of the Dominion Senate	President
Gordon C. Edwards of the W. C. Edwards Lumber Company, Ottawa	Vice-President
George McKenzie, Land Security Company, Toronto	Secretary
J. G. Turriff, M.P., Director Western Trust Company	Directors
J. A. McDonald, M.P P., Saskatchewan, Private Banker	

The Company own the following properties in the Gow Ganda and Montreal River District:

M. R. 3011, M R 3012, M. R. 3013, M. R. 2617, M. R 2618, M. R. 2619, M. R. 2620, M. R. 2621, M. R. 2622 and M. R. 2471.

Development work is being pushed on M. R. 2471, and they are now down eighteen feet, and the results so far seem to warrant the expectation of good returns from the operations thereon.

The Company also own and operate twenty seven wells in the Tilbury district. These are producers—they are shipping oil every month and are drilling new wells constantly. The following are the statistics of production for ten wells owned by this Company, and certified correct by the Supervisor of Bounties for the Dominion Government:

1906	June	15207 gallons	1907	November	13108 gallons
	July	42776 '		December	13136 "
	August	51293 "	1908	January	13502 "
	September	45386 "		February	10180 "
	October	73844 "		March	8252 "
	November	41035 "		April	8186 "
	December	119933 "		May and June	20117 "
1907	January	74212 "		July	13048 "
	February	57748 "		August	6169 "
	March	79468 "		September	12180 "
	April	62175 "		October	29459 "
	May	43449 "		November	18265 "
	June	70431 "		December	18336 "
	July	61605 "	1909	January	9453 "
	August	40938 "		February	12155 "
	September	28330 "		March	29204 "
	October	29691 "			

Certified correct by W. J. HARVEY, Supervisor of Crude Petroleum Bounties

ESTIMATE ON FOREGOING

1,431,790 gallons	$40,908.2-7
40,908 2 7 barrels at $1.62½	66,475.97

Ten wells average $6,647.58 per well to date and are still producing about forty barrels daily.

390 acres, with one well to five acres	78 wells
78 wells @ $6,647.58	$518,521.24
Cost of wells $2,300 each	179,400.00
	$339,121.24

Wells now in operation are expected to produce as much more oil as they have already produced in less than three years. Thus basing estimate on that basis, the receipts should double or from 78 wells, after deducting cost of same, we should have $678,242.48 value in oil. There is no better proposition in the market.

We offer 50,000 shares at 75c., payable 25% cash, the balance by note at one, two and three months.

PATRIARCHE & COMPANY

Stock Dealers and Investment Brokers, Patriarche Block, SCOTT STREET, TORONTO

Wood ashes might possibly answer as well as coal ashes for detergent purposes, but I have never tried them. Coal ashes have been so highly useful to me in so many ways that I could hardly enumerate them.

Mortars, graduates, etc., should be cleaned immediately after being used and, when convenient, by the person using them. This I know can usually be done, if done quickly, unless they are soiled and stained by substances difficult to remove, when they can be set aside and cleaned at the earliest opportunity. It is also important that they should be promptly put away and not be allowed to litter the counter in a very untidy and careless fashion. This was the rule of my store and I found it practicable even with an exceptionally active and hustling prescription business.

Pharmacists should learn to work quickly and well, and especially is this important in busy stores and at busy times.

When a mortar becomes stained and discolored it should be washed out with a little dilute muriatic acid, and, if necessary, in order to remove a fixed and persistent discoloration, a little sifted coal ashes should be placed in it with the acid and the mortar well scoured with a wet rag. This treatment will almost always quickly remove all stains and discolorations and leave the mortar bright and thoroughly clean. The operation is attended with but little trouble and consumes but a few minutes of time. There is no excuse for any pharmacist not keeping his mortars white and clean.

The trouble with many pharmacists is that they keep too many mortars, graduates and spatulas in use. They are often a nuisance and in the way. Consequently, as I have remarked before, they are found sitting about on the prescription counter and in the sink, none clean and ready for immediate use. No unnecessary mortar, graduate or spatula should be kept for use about the prescription counter. No first class chemist would keep an unnecessary number of implements or apparatus about his laboratory.

Now there is also the powder slab, the pill tile and the ointment slab which demand constant and daily attention, but which I am afraid they do not always receive. The powder slab and the pill tile should be firmly imbedded in the top of the prescription counter, to render them firm and convenient for use. The ointment slab should be likewise placed in a frame in a drawer near the sink. These should be kept scrupulously clean and never be allowed, as is too often the case, to remain in a soiled or discolored condition, or to be contaminated by an offensive odor like that of asafoetida, iodoform or any of the valerianic preparations, etc. The slabs should be thoroughly washed, and not simply wiped off, immediately after being used, and if there are any odors or stains that soap and water, or any of the ordinary detergent substances will not remove, then alcohol, ether, chloroform or any chemical, or other solvent that is necessary should be employed. But these should be used sparingly and in the most effective and economical manner possible in dispelling or extinguishing the odor, or in removing any other contamination. If, after this treatment there should still remain any odor or fixed stain, or trace of objectionable discoloration, sprinkle the slab with pumice and add to it a little bicarbonate of sodium and to the whole a small quantity of liquor ammonia. Then with a rag saturated with water and well soaped, rub the slab vigorously. But if after this treatment there should still be any objectionable trace of discoloration, pour upon the slab, if it is marble, a small portion of very dilute muriatic acid to which may be applied a little pumice and with a wet rag quickly rub the slab and immediately wash it off with water to remove any trace of the acid. If, however, the slab be of glass or porcelain, the precaution in regard to the strength of the muriatic acid and the dexterity of manipulation need not be observed. Some stains upon marble or even upon mortars and other utensils are often extremely persistent and are very difficult to remove.

When the pill tile is used for forming pills of quinine and other white substances, the slightest discoloration of the tile will sometimes discolor and contaminate the mass. When, in forming powders of calomel, bismuth subnitrate or any white or light colored material, your powder slab or mortar is not perfectly clean and free from discoloration, your powders are almost sure to inherit more or less taint from the offensive contact which is highly objectionable. This, however, may not be observed by the patient and the physician may never see the powders to criticise them. Nevertheless, this does not exculpate the careless and slatternly pharmacist.

The ointment slab in some pharmacies is often found much neglected, as I have said before. Its thorough cleanliness is considered by some as of but little importance; consequently it is often left in a soiled, smeary and sometimes in a discolored condition; at any rate really unfit to prepare a white or light colored ointment upon. Now this is all wrong, and should not be, as ointments are often intended for use in the treatment of the eye, and upon other very tender and sensitive surfaces. Therefore, it is just as important that the ointment slab should be kept scrupulously clean as either the powder slab or the pill tile, if not more so. After the ointment has been removed, the slab should be well wiped with a rag or soft paper, then it should be sprinkled with water and again thoroughly wiped, which will remove every particle of grease, and will generally leave its surface clean and bright. It should then be well washed with soap and water. The ointment slab should be of glass or porcelain; either is preferable to marble.

The ambitious pharmacist who desires to secure the respect and confidence of physicians and the public to build up a good and prosperous business must be careful and particular in every detail of his business and its management. In my opinion there is no excuse for carelessness and untidiness. Cleanliness and neatness should be instinctive and should be in evidence also in the pharmacist's personal appearance.

I would suggest to the pharmacist that in order to prevent the staining and discoloration of the mortar in compounding prescriptions and mixtures of all kinds which contain ferri sub carb, and other powdered substances which are so liable to discolor the mortar, that when the prescription or other mixtures contains as one of its ingredients any thick or dense liquid such as syrup, glycerin, mucilage, etc., a small portion of the dense liquid should first be placed in the mortar and with the pestle thoroughly rub it around in order to smear a coat on the surface of the mortar which will protect its surface from the immediate contact with the offensive substance. (Iron is especially liable to discolor.) Then add the powdered substance in question and after thoroughly triturating the mixture to a smooth and uniform condition, add the remainder of the thick liquid in the same manner. Lastly, add the other ingredients in regular order. This plan, if properly manipulated, will usually effectively prevent the discoloration of the mortar. I have practised this method for years with the greatest satisfaction, and it has often saved me much trouble in cleaning mortars and removing almost indelible stains which will often follow the formation of such mixtures.

Removing Stains and Discolorations.

In conducting for many years a large prescription and general drug business, I have, like other pharmacists, often encountered much difficulty and annoyance in removing stains, discolorations and other soiled conditions, hard to remove from mortars and other utensils and apparatus used at the prescription counter and in the laboratory and sometimes even from the hands. In such cases I made it a rule at leisure times, by careful experiment, to devise and discover the best, most efficient, facile and economical means of cleaning and removing such troublesome contaminations, as they would present themselves, and I did not wait for their recurrence in practice. I always made a memorandum of the result of all such successtul experiments for future use, which I often found of great value to me.

This same method and practice should be adopted by pharmacists not only in this but in the case of all difficulties which we are apt to occasionally meet at the prescription counter in doing a large and varied prescription business, in the preparation and manufacture of the various peculiar, unusual and difficult sporadic formulas, for mixtures, suppositories, troublesome ointments, intractable pill masses and other chemical and galenical preparations presented by medical men will often put to the severest test the ingenuity and skill of the most scientific and experienced pharmacist. And it often is the result of the handiwork of the thoroughly educated and skillful pharmacist that enables the observing physician to distinguish the educated and first class pharmacist from the ordinary or pretender. Therefore, I contend that it is not only to our credit, but it is our duty, when necessary, to experiment and endeavor to overcome all pharmaceutical difficulties that present themselves in practice, and to attain perfection and elegance in all our finished products.

Another important matter to which I would call your attention is that in the act of cleaning vessels and utensils of every kind, the most efficient and economical means should be employed, and in this apparently unimportant matter, I think the pharmacist should give some thought and attention. In the necessary use of alcohol and in fact all expensive articles as solvents and detergents, the minimum quantity necessary for the purpose should be employed. In this simple operation is often displayed the intelligence and judgment of the operator. Even in the use of soap, care should be taken not to waste it. Some clerks seem to have little regard for their employer's exchequer and sometimes fall into reckless and extravagant habits in the use of solvents and cleaning substances, and in this way, great waste of costly material is sustained. I have often seen clerks employ alcohol, ether, chloroform, soap, liniment and other expensive articles on almost every trifling occasion, when soap and water properly applied would have answered their purpose just as well. Such reprehensible practices should not be tolerated.

Every young man, at the commencement of his apprenticeship, should study and cultivate habits of economy and carefulness in all things. The practice of such habits will commend him to the favor of his preceptor or employer and will greatly redound to his credit, as well as to his own pecuniary advantage, when he embarks in business on his own account.—By J. B. Moore in Western Druggist.

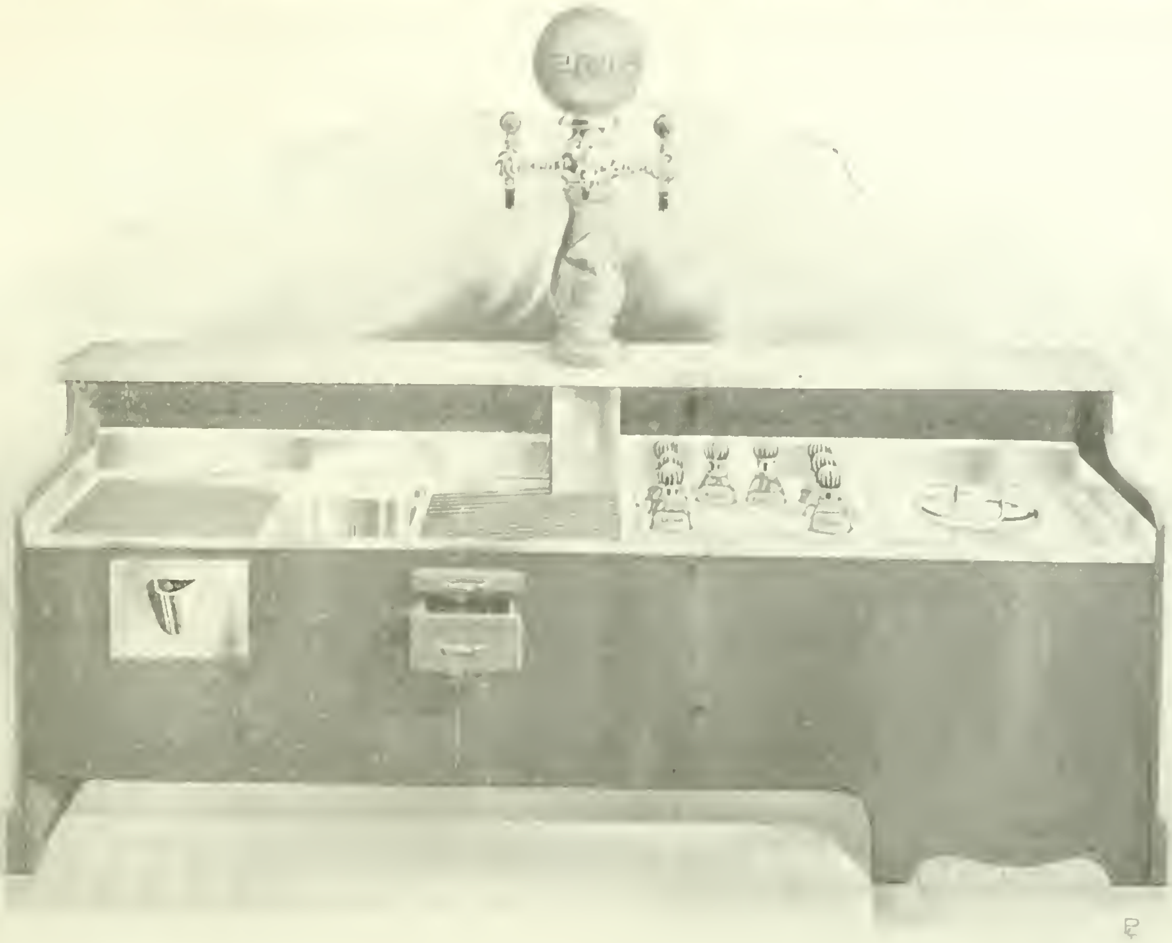
BLUE AND WHITE.

At an important state function in London, blue tickets were issued to persons of high rank, admitting them to that part of the hall reserved for members of the royal family. Less distinguished guests were given white tickets. Through some mistake an important public man received a blue card while his wife received a white one.

When the couple reached the audience chamber there began to be trouble, inasmuch as the lady firmly declined to be separated from her husband. An aide endeavored to reason with her, pointing out the dreadful consequences that would follow a mingling of blue and white.

"How absurd!" exclaimed the lady.

"What do you take us for—a Seidlitz powder?" She was permitted to enter with her husband.



OUR "NEW MATTAWAN"

Thousands of shrewd, successful merchants are making money out of Soda Water and, bear in mind, these merchants are not confined to the large cities, but on the contrary, a great proportion of these successful operators of Soda Water Fountains are located in the small and medium sized towns.

It Pays therefore to Build Up Your Soda Business

The above illustration shows the interior of our "New Mattawan," and as you will notice, provides every facility to do a clean profit showing Fountain trade. In it is embodied the features of our larger Fountains, and it was specially designed to meet a demand for an up-to-date medium sized Soda Fountain at a moderate price.

Drop a line to our Fountain Department. We will be glad to look after your requirements without delay.

J. J. McLAUGHLIN, LIMITED

Soda Fountain Manufacturers - - TORONTO

EFFERVESCENTS

We have made the manufacture of Effervescents a specialty and from the complimentary remarks expressed by druggists throughout the Dominion we are convinced that our goods are the finest on the Canadian market. In addition to the standard lines we have a large range of Salines such as English Effervescing Saline, Preston's Saline, Hill's Saline, English Fruit Saline, English Health Salt, Pharmacal Effervescing Saline, Grape Fruit Saline and a number of others, all of which are very attractively put up, showing good margins of profit. Samples and wrappers gladly furnished.

THE TORONTO PHARMACAL COMPANY, LIMITED

TORONTO - - MONTREAL - - WINNIPEG.

PHARMACY, HIGHLAND PARK COLLEGE DES MOINES, IOWA.

RESIDENT COURSES I. Regular Ph. G. Course.
II. Special Course to prepare students for examination before State Boards. The largest and best equipped College of Pharmacy in the United States. School the entire year. Students present from almost every State in the Union. Expenses very reasonable.

CORRESPONDENCE COURSE The best Correspondence Course in Pharmacy before the public. The Course is complete in every detail, but easy to master. Students enrolled in all parts of the United States. We can prepare you for your examination before any State Board of Examiners. Send for free catalogue. Mention course in which you are interested. Address:

HIGHLAND PARK COLLEGE OF PHARMACY, DES MOINES, IOWA.

The Largest Import House in Holland in Patent Specialties

Firma, van Dijk van Laethem

DEN HAAG LEIDEN AMSTERDAM

Head Office: Den Haag, Holland.
A B C Code, 4th Edition used

Willing to place all new Medical Specialties on the Market

Illustrated Post Cards

Brown, Black and Colored
Birthday, Comic, Etc.

Please send five dollars for the newest and finest German novelties at wholesale rates.

Established 1895

VERLAG ANT. GERSTENKORN
HAMBURG

ASK FOR

"CRUSADER"
(REGISTERED)

The CHOICEST INVALID PORT

Its PURITY and AGE commend it for medicinal purposes. Sold only in bottles. For sale in cases, 12 quarts and 24 pints

J. S. HAMILTON & Co., Brantford

WHOLESALE DISTRIBUTORS FOR CANADA

THE "OLD RELIABLE"
PLANTEN'S
C & C
OR
BLACK
CAPSULES
POPULAR SINCE 1836

The formula of our late Mr. H. Planten

H. PLANTEN & SON

93 HENRY ST. Established 1836 BROOKLYN, N.Y.
"The Pioneer American Capsule House."

H. Boker & Co's "EDELWEISS"

with Blade Support

The usefulness of this Blade Support is when you close the blade of the razor it so fits underneath the tang that you cannot by mistake close your razor too far, preventing you from ruining your blade. It also keeps the handle from coming in contact with the blade, holding and keeping the keen edge as when it leaves the factory.

For Sale by All Leading Wholesale Houses

"ERIN GO BRAGH" St. Patrick's Day March 17, 1910 POST CARDS

PRICE **$1.00** PER HUNDRED—ASSORTED.

NO OBJECTIONABLE FEATURES.

Beautiful full color reproductions of famous Irish Views, Artistic Pipe and Shamrock Decorations, Shaded Green Borders surrounding Irish Landscapes, Harp and Shamrock Embellishment on green background, Strikingly unique and attractive.

Supplied by

THE COPP CLARK CO., LIMITED, TORONTO

TALCUM POWDER IDEAL ORCHID

Price Protected

This Talcum Powder is being extensively advertised in the leading papers and magazines of Canada. The price is protected to retail at 25c and besides being a popular and advertised article gives the Druggist a good profit.

STOCK IT NOW. **SOLD DIRECT ONLY.**

SOVEREIGN PERFUMES

LIMITED,

TORONTO

Makers of Ideal Orchid Perfume,

You may easily be deceived in the form but never in the substance of

Hunt's "VARSITY"

"Milk Dipt" Chocolates

Nothing just like them ever offered before. Put up especially for the Drug Trade in ½lb., 1lb. and 2lb. boxes, retailing at 30c, 60c and $1.20.

Each box contains assorted creams and nuts covered with genuine Swiss Milk chocolate, a blending of flavors that will joyfully surprise you.

DROP A CARD FOR SAMPLES

Bruce & Hunt Co. Limited

WHOLESALE CONFECTIONERS
TORONTO

For rubbing, bathing, liniments and
external preparations,
Physicians are prescribing and
Hospitals are using

COLUMNIAN SPIRITS

FOR SALE BY

THE STANDARD CHEMICAL CO.
Manufacturers
TORONTO AND MONTREAL

VANCO

MERCURIALS IODIDES

Best Quality and Best Prices

Mercury Bichloride
Mercury Subchloride
Mercury Oxide
Mercury Ammon. Chlor.
Mercury Iodide
Mercury Ointment H. and B. P.

Pottassium Iodide
Sodium Iodide
Ammonium Iodide
Iodine Resubl.
Iodoform

ALL MADE IN CANADA
Write for our Price List

CHEMICAL LABORATORIES LIMITED
148 Van Horne Street Toronto, Ontario

"SOURED MILK."

The attention which is being given to "soured milk" as a nutritive and remedial agent, renders it desirable that the pharmacist should acquaint himself not only with its reputed medicinal value, but also as to its preparation. The following article dealing with this preparation is from a correspondent in a late number of the British and Colonial Druggist.

The medical profession at the present time is ordering "soured milk" to three patients out of every four, and if the pharmacist has his wits about him he will see to it that a fair share of the business induced by such prescribing comes his way, either in supplying the article itself or the various tablets, cultures and apparatus for preparing it at home. It is necessary in the first place to get some idea of the bacteriological and chemical changes necessary to produce this article of diet, and the following short description will not be out of place.

New milk, if drawn under perfectly aseptic conditions (rarely obtainable, however), is alkaline and practically sterile. Owing to the fact that it is a perfect medium for bacteria, containing neutral or alkaline proteid matter, carbohydrate, and salts, it is immediately infected on exposure to the air by a host of micro-organisms, which may vary in a few hours from 4,000 to 5,000 per cc. to 1,000,000, or even 4,000,000 per cc. The conditions determining this increase are naturally the cleanliness of the persons or methods of milking, and the vessels in which it is stored, the temperature, and also the length of time elapsed after being taken from the cow. The increase in the number of organisms does not, however, proceed regularly. If the milk is examined in about five hours after milking the number of putrefactive bacteria is at its maximum, and when next examined is found to be less. This is due to the rapid increase of the lactic acid producing species, which by rendering the milk acid prevent the further growth of the putrefactive bacteria. The number of lactic acid producing bacteria then rises rapidly till it reaches a maximum, after which, from various causes, growth is checked and the lactic bacteria rapidly die out.

The function of these lactic acid producing organisms is to decompose the carbohydrate (lactose) or milk sugar. This, before it can be assimilated in the system, must be inverted either before or after absorption, and the ordinary alcoholic fermentation yeasts have little effect upon it. The above bacilli, however, rapidly decompose it, and a molecule of lactose becomes four molecules of lactic acid. These bacilli form a numerous family, and there would appear to be over 100 of them.

Pasteur was the first to demonstrate their existence, and the distinction between them and those producing alcoholic fermentation. Other workers have obtained and named similar organisms, all varying slightly in size and shape, and in the type of lactic acid produced. Three only have interest for the pharmacist.

The two bacilli chiefly responsible for lactic fermentation in this country are—(1) the bacillus of Huppe; and (2) Gunther's bacillus, or "Bacillus acidi paralactici." Both these possess comparatively low activity, are destroyed as lactic acid is produced, and are not much good from a medicinal standpoint.

In parts of Europe another kind is "native," which differs from both the foregoing. This is known as the Bulgarian bacillus, or Massol's, and, growing very slowly at a temperature of about 100° F., produces lactic acid in abundance, and is not destroyed by it to the same extent as the other varieties.

"Soured milk" in many forms has for centuries been the staple drink and often food of many races and countries. In this land and in Scotland it is regarded as an article of diet by country people. The Tartars of Russia, the Bulgarians and other Balkan races are said to owe their stamina and long life to its regular use. It is called by many names, and in some instances is prepared by both alcoholic and lactic fermentation. "Koumiss" is made from mare's milk and contains about 1 per cent. each of alcohol and lactic acid. "Kephir" is produced in the Caucasus from the milk of goats, sheep or cows, and also contains both these two principles. "Youghourt," the staple food of the Balkan races, is also very similar. It may be asked as to why this preparation of "soured milk" should be so useful in the treatment of intestinal and stomach troubles?

Briefly, it is because the lactic acid is inimical to many forms of putrefactive bacteria which exist in the intestines, and if unchecked produce soluble poisons, considered to be the active agents in causing disease and ill-health. And to Metchnikoff we must give the praise for discovering that the best method of producing the acid is by administering an active culture of the lactic acid bacteria.

Here is where the pharmacist steps in!

What is required is a "soured milk" containing this bacillus, of a high vitality, and also of a good lactic acid producing power. The Bulgarian bacillus has been found to fulfil these requirements, for when taken into the intestines it readily becomes implanted there, and reaches the end of the colon, and is found in the stools in a living state.

There is no reason why any pharmacist who has the necessary room should not prepare and sell "soured milk" to the customers. The apparatus need not be expensive. A few good-sized jam jars with covers, and one or two big water baths, or other arrangements for keeping the contents of the jars at a uniform temperature, will be all that is necessary.

Sterilisation of the milk must first be ensured, and this can be done by boiling or "Pasteurising." The necessity for this proceeding is obvious, and when cooled to a temperature of 100° to 105° F. incubation can be commenced by adding a culture containing the Bulgarian bacillus, which culture may be obtained either as a liquid or in tablet form.

Curdling commences when about 1 per cent. of lactic acid has been produced, but a strength of 2 per cent. is generally regarded as necessary, although the resulting preparation is less pleasant than that containing the lesser amount. In this connection it may be observed that some cultures on the market contain, in addition to the bacillus of Massol, those of Huppe and Gunther as well.

These produce a "soured milk" much more pleasant to the taste than that made from the Bulgarian bacillus alone, although, therapeutically, the two latter are of very little use.

The time taken to produce "soured milk" is about eight hours, and it is then ready for consumption. It may be bottled in jars, or containers, capable of being more or less hermetically sealed, and it will, if necessary, last for several days. A good form is the ordinary extract of malt jar, with a tight-fitting, rubber-lined lid, and one holding about a pint of the prepared milk can be sold by the pharmacist for one shilling—a very profitable transaction.

There are one or two precautions to be observed, however. All utensils or bottles used in the preparation or storing must be sterilised. A very good way is to dip in boiling water and allow to drain dry. It is not advisable to use an ordinary towel or cloth in wiping, as by this method countless germs may be introduced. It will also be better to keep the utensils for preparing "soured milk" for that purpose only and for no other, and thus obviate the possibility of any contamination.

But there are many pharmacists who do not wish to incur the above trouble, and for them several London firms cater. Supplies of the bottled milk are sent direct from dairy to customer, the work of the pharmacist being limited to taking the orders and pocketing the discount!

Many of one's customers, however, desire to make their own "soured milk," and for these there are a host of tablets, cultures, "machines," health chocolates and other odds and ends. It is inadvisable to carry a large stock of the tablets or liquid cultures, especially the latter, for obvious reasons; but a small stock of the "machines" and apparatus—and there are now many on the market—will assuredly bring business and compel attention and interest.

It is quite within the province of the pharmacist to recommend the taking of "soured milk" to his customers, and this need not prevent the sale of mixtures, own preparations, etc. In conclusion it may be pointed out that the dairymen in many towns are selling the tablets and machines, as well as the finished article, and even the dispensing medical men are not lagging behind. So pharmacists wake up, or your apathy will lose you business, which you can do legitimately and well.

My rule for success is untiring application, loyalty to one's employer, which is loyalty to one's self, doing the best you can in every task that faces you; practicability, initiative and industry.

PRESCRIPTION PACKAGES.

The screw-capped homeo vials and the square bottles are both very good, and perhaps under some circumstances the flat oval tablet bottle may be used at the prescription counter. This latter is especially desirable where the customer wishes to carry medicine in his vest pocket. The bottle for this use has some advantages over the proverbial pill box. In damp atmospheres bottles exclude the moisture; they may be renewed without the expense of a new container, the label only being changed; they are not easily broken in the pocket, and are elegant in appearance.

Of course the pill box will always be used, and all of these boxes, either for pills, powders, suppositories, cachets, or for any other purpose, should be of good quality. It is not considered best by some to have a uniform color for these paper boxes, although in some instances a special color has been selected throughout with excellent effect. The disadvantage, for example, however, is that two or more powder boxes may go to the same family, resulting in mixed lids and consequently a mistake in medicines. Where the same colored boxes are used it is always well to write the number of the prescription on the bottom of the box so that lids may not be mixed.

One other bottle should be spoken of, viz., that prepared for dusting powders. This is fitted with a sprinkler top, which will permit the pharmacist to dispense a very satisfactory package when a dusting powder is ordered by the physician.

The low and broad ointment jar is probably the most satisfactory style from the patient's standpoint. The tall narrow jars, while better adapted for pasting a label on the side, are not so convenient for the patient, inasmuch as it is difficult to remove the last of the ointment. The label must be pasted on the top of this low broad jar, and if tincture of benzoin is spread lightly on the depression on the lid and allowed to dry, there is no difficulty from the label becoming detached.—E. Fullerton Cook, in Pacific Pharmacist.

POSSIBILITIES OF THE FUSIBLE CORE PROCESS.

The fusible core process permits the construction of rubber to a desired thickness, and a reinforcement of the rubber with fabric to procure a desired strength upon a core of mandrel that will melt at a desired temperature, and can be removed from the interior of a rubber article in the form of a liquid after vulcanization.

Previous to this invention, gases had to be relied upon to expand within the rubber under heat. Expansion of this kind was naturally haphazard, and the thickness of the shell of rubber necessarily an unknown quantity.

If a solid mandrel was used to secure proper com-

SOUTHALL'S

SURGICAL

Absorbent Wools, Lints, Bandages, Gauzes, and Butter Cloths, Aseptic and Antiseptic Dressings, Boric Lint

DRESSINGS

SOUTHALL BROS. & BARCLAY
LIMITED

—Weavers and Bleachers—

Mills BROOMSGROVE and BIRMINGHAM, England

Agent for Canada—J. M. SCHEAK
CARLAW BUILDING, Wellington St. West, TORONTO

COWAN'S

LIQ. AMMON. FORT.

PURE

Agreeing Fully with all the Requirements of the B. P.

See that every Winchester carries our Signature
JOHN COWAN COMPANY, LIMITED

GLYCERINE, C.P., in cans and drums
BORIC ACID, Merck and English
CARB. AMMON. 5 lb. and 10 lb. cans, kegs and casks
CHLOR. AMMON., kegs and casks

JOHN COWAN COMPANY, Limited
3 DALHOUSIE STREET
MONTREAL

See Our Range of

"ARLINGTON"

"Pyralin" Combs

Before Ordering Elsewhere

We have a nice assortment at A1 value and they are unsurpassed for durability.

We also manufacture INFANTS' TEETHING RINGS.

The Arlington Co., of Canada
LIMITED

East
Duncan Bell,
Montreal

West
John A. Chantler & Co.,
Toronto.

LOOK!

Below is a copy of the advt. appearing in the leading newspapers in the U.S. and Canada. TO BRING YOU CUSTOMERS, TAKE ADVANTAGE OF IT and display the goods.

FOR Colds In Head and Catarrh

USE

25c at all Druggists, or sent prepaid by C. H. Keith, Mfr., Cleveland, Ohio

Our Display Carton on your show case will sell it quickly.
Price $2.10 per dozen, less 5 per cent.

Order of your jobber **NOW!!**

Thomas Reid, Canadian Agent, 9, St. Nicholas Street, MONTREAL.

The Signature of Chas. H. Fletcher. Is on Every Wrapper of

CASTORIA

Jobbers sell less than dozen at $3.00 per dozen.

Jobbers sell 3 dozen or over at $2.80 per dozen

Send for
Cards, Cartons and Counter
Wrappers.

Genuine CASTORIA Always

Bears the Signature of

Chas. H. Fletcher.

THE CENTAUR COMPANY
77 MURRAY SRREET, NEW YORK CITY.

Chas. H. Fletcher. President.

pression of the rubber, it has heretofore been necessary to cut the rubber to remove the mandrel or core; and revulcanization has had to be relied upon to close up the aperture. Second vulcanization of rubber is never reliable. By this process it is possible to produce, for illustration, water bottles on a core, building them to a desired thickness, compress them with hydraulic pressure, cure from the exterior to the interior and fuse the core and remove the same through the neck of the bottle in the form of liquid, making a one-piece article built to a proper thickness and desired strength.

Articles cured in this manner have been subjected in the laboratory of the Massachusetts chemical company's Walpole Rubber works to an external pressure of 2,000 pounds to the square inch, and internal gas pressure of 200 pounds per square inch. In this manner the rubber is compressed from all directions into one solid mass. Compression from all directions is as essential to procure perfect rubber goods as curing is.

Some of the large manufacturers of pneumatic tires have discovered this fact, and at the present day many tires or auto shoes are semi-cured on a solid mandrel, the said mandrel removed from the shoe, and a gas bag replaced where the mandrel is removed, and curing continued, so as to get external pressure followed by internal pressure to compact the rubber.

The fusible core process, as worked out and perfected by Mr. F. J. Gleason, vice-president and general superintendent of the Massachusetts Chemical Company's Walpole Rubber Works, bids fair to revolutionize not only many articles of everyday use, like hot-water bottles, rubber goods of every description, automobile and bicycle tires, but those of a more limited use as well, such as balloons, life preservers, etc.—From the Scientific American, issue of March 6th, 1909.

"ANTIPYRINE, ACETANILIDE AND PHENACETIN."

An interesting booklet with the above title has just been published by Dr. U. S. Boone, of St. Louis, Mo., dealing with the results of an investigation held by the agricultural department of the United States, and the findings of which the doctor claims were not justifiable. In this book the author shows that he received reports from 1,027 hospitals and sanitaria, of which 996 of these report that in their experience with these coal-tar products, there have been no instances of untoward results and not a single case of habit-formation from their use has come under their observation.

These reports also show only six hospitals where injurious effects were reported, and in some cases they were due to either an overdose or other improper use of the remedies. Not a single case of fatality is reported in the entire period by any one of the hospitals or sanitoria. The mass of the evidence which was given in these reports certainly seems very conclusive, and should remove any prejudice which has been formed in reference to the use of these drugs.

The careful reader of Dr. Boone's pamphlet cannot but come to the conclusion that on the very best authority, that the three drugs named, if properly used are not any more harmful than the majority of drugs in the Pharmacopoeia. It is the abuse of an article that brings upon it any condemnation from those who are either woefully prejudiced against its use or speak from ignorance of it. And this has been the case, we might say, with the most valuable drugs to be found in our materia medica.

Dr. Boone deserves the thanks of all engaged either in the prescribing or dispensing of medicines for his careful investigation and trustworthy report on these valuable coal-tar products.

ADRENALIN IN A NEW PACKAGE.

In addition to the ounce vials in which it has hitherto been supplied, adrenalin chloride solution is now being marketed in hermetically sealed glass containers of 1 cubic centimeter capacity. "Adrenalin Ampoule" is the name used to designate the new package, and the solution is of the strength of 1 to 10,000 (one part Adrenalin chloride to 10,000 parts physiologic salt solution). In their announcement of the ampoule, Parke, Davis & Co. have this to say:

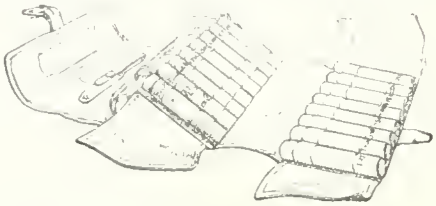
"Adrenalin Chloride Solution has become a necessity in medical and surgical practice. The most powerful of astringents and hemostatics, it lends itself to many practical uses and at little risk of injury in reasonably careful hands. Since the time of its introduction it has been marketed in ounce vials and of the strength of 1.1000. Experience has shown, however, that a weaker solution is much more frequently required than the "full strength"; and while it is generally an easy matter to dilute with water or normal saline solution, in certain emergencies an already fully diluted preparation is to be preferred. While the danger of deterioration from occasionally opening a vial containing a solution of Adrenalin Chloride is not great, still, in consideration of the fact that a dose is needed now and then for hypodermatic injection, it is believed that the small hermetically sealed package will be welcomed because of its greater convenience and security."

As will be apparent from the foregoing, the Adrenalin Ampoule is intended for hypodermatic use. It should be of great value in such emergencies as shock, collapse, hemorrhage, asthma, etc., or where prompt heart action is desired.

Hubbard says most of the suffering of the world comes from too much work, or too little—which way are you troubled?

THE 'TABLOID' MEDICINE CASE CARRIED "FARTHEST SOUTH" BY LIEUT. SHACKLETON.

The full record of this case, as given in the report from the surgeon to the expedition, is printed below.



Copy of Report dated Sept. 17, 1909:

The B. W. & Co. Brown Leather 'Tabloid' Case herewith was:

Taken with party of six that made the ascent and reached summit of Mount Erebus, 13,350 ft., March 5th-11th, 1908.

Used on Southern Journey under Lieut. Shackleton.

*Oct. 28th, 1908—March 4th, 1909.

Latitude 88° 23′ S. Longitude 162° E.

Distance covered in this journey, 1,728 statute miles.

Used on S. Depot Laying Party, from Sept. 20 to Oct. 15th, 1908. Distance covered, 311 miles.

Taken on Depot journeys to Hut Point.

Aggregating 150 statute miles.

Medicines quite satisfactory.

Signed,
E. P. Marshall, M.R.C.S., L.R.C.P.,
Surgeon to the British Antarctic
Expedition, 1907.

British Antarctic Expedition, 1907-9.

Copy of Report dated Sept. 17, 1909:—

The British Antarctic Expedition, 1907-9, was equipped with a very complete Medical Equipment contracted for solely by Messrs. Burroughs Wellcome & Co. and consisting of 'Soloid' and 'Tabloid' Preparations, which are the only forms that can be conveniently carried and preserved under such conditions.

The packets of Compressed Dressings are an extremely convenient form.

The Congo Cases (No. 251 'Tabloid' Brand) were always used when at our base, and both the party of three who reached the South Magnetic Pole, and the party under Lieut. Shackleton, who attained a point 97 miles from the Geographical South Pole, carried a brown leather 'Tabloid' Case, and all the 'Tabloid' products that remain are now in as good condition as when first handed over to my care two years ago.

The Nimrod was also supplied with 'Tabloid' Cases and Equipment.

The 'Tabloid' Photographic Outfit supplied by Burroughs Wellcome & Co. proved entirely satisfactory.

Signed,
British Antarctic Expedition, 1907,
Ernest H. Shackleton,
Commander.
Eric P. Marshall, M.R.C.S., L.R.C.P.,
Surgeon to the Expedition.

ESTIMATION OF CAMPHOR IN SPIRIT OF CAMPHOR.

Five grams of the spirit of camphor is placed in a 50-cubic-centimeter Erlenmeyer flask; 20 grams of a cold saturated solution of ammonium sulphate and 30 grams of water are added, the flask being rotated the while. The flask is then corked, well shaken, and placed in a refrigerator, where it is allowed to remain about 12 hours. The liquid is then filtered through a paper filter 7 centimeters in diameter, and the camphor washed with 70 to 90 grams of water in such manner as to collect it in the bottom of the filter. The washing is continued until the liquid passing through the filter, acidulated with hydrochloric acid and tested with barium chloride solution does not become turbid until after two seconds. When the liquid has drained off the camphor is passed with a spatula so as to form a cone, the filter covered with a watch glass and set aside. A card the size of a postcard is weighed, together with a watch glass of proper size. The camphor is spread with a nickel spatula in a thin layer on a porous tile, allowed to stand one minute, covered with a watch glass of 10 to 12 centimeters diameter. It is then transferred to the tared card, covered with the tared watch glass and weighed. The weight multiplied by twenty gives the percentage of camphor in the spirit.—E. Deussen in Archiven der Pharmacie.

PHARMACY ACT FOR NEWFOUNLAND.

It is pleasing to note that the druggists of Newfoundland are taking action looking towards legislation in order to have a Pharmacy Act passed in the legislature of that colony. When such legislation is completed it will be the rounding up of pharmacy laws for British North America, and when Newfoundland enters the Dominion of Canada, as one of its provinces, which we look forward to as a near probability, pharmacists from the Atlantic Ocean to the Pacific will have legislation controlling the sale of drugs, and regulating the business of the retail druggists, not only for their own benefit but for the public safety.

A meeting of the druggists of St. John's, Nfld., was held a short time ago which was the first step towards organization for the purpose named, and the provincial council was elected whose duty it will be to frame an Act for submission to the Legislature.

The council elected are as follows: T. McNeill, A. W. Kennedy, J. Channing, R. G. MacDonald, J. Curtain, W. H. Butt, D. G. Fraser, T. Cavanagh, H. C. Miller and G. J. Brockelhurst, Sr.

---

*Reached "Farthest South," Jan. 9th, 1909.

Conditions for Selling

Dr. PIERCE'S MEDICINES

BY THE

Retail Druggists in the Dominion

WERE NEVER BETTER.

Owing to the Protection Afforded by Our Serial Number Contract Plan

which has cost us a great deal of money, the Druggist can get Full Price for these old-time Favorite Remedies, and he can make a fair legitimate profit, because Dr. Pierce's are the

Only Popular Medicines

which are NOT universally sold at cut prices. We have done our best to PROTECT YOU. Why not PUSH for Dr. Pierce and the World's Dispensary?

Can we send you a Window Display or can you use our Memorandum Books to advantage?

The Original and Only Genuine

BEWARE OF IMITATIONS SOLD ON THE MERITS OF

MINARD'S LINIMENT

100,000 CASH BUYING AGENTS WANTED FOR THE WORLD'S CURATIVE MEDICINE

St. Patrick's

BLACK TONIC BITTERS

TRADE MARK: REGISTERED No. 79953.

In bottles, 1/1½, 2/6 and 4/6 each. Per dozen, 10/-, 20/- and 40/. Gross, 108/, 216/- and 432/.

The World's Miraculous Curative Liniment

St. Patrick's Oil

Cures Rheumatism, Sciatica, Lumbago instantly. Acts like magic. The greatest remedy known.

In 1/1½ bottles, stamped, 10/- per doz., 108/- per gross

HAIR RESTORER

(Oriental Rose Cream, the Great Eastern Remedy and Asian Mystery), in 6d., 1/- and 2/- bottles; 4/-, 8/- and 16/- per doz.; per gross, 48/, 90/- and 182/.

ORDERS

TERMS: United Kingdom, cash with order is carriage paid. Export, remittance with order is delivered free to any ship, United Kingdom port. A display window show-card is enclosed with each order by the Sole Proprietors and Manufacturers.

McCLUSKEY'S MEDICINE CO.

Park Road, Liverpool

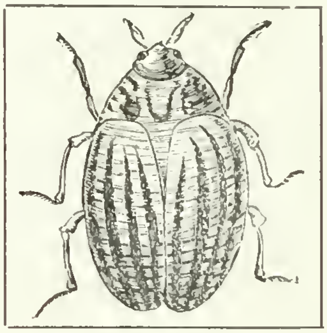
A La Mort!!

The Strongest And The Best

PARIS GREEN

is made by the Canada Paint Company.

It is unquestionably the most economical Bug Destroyer known.



It KILLS the Colorado Beetle commonly known as the Potato Bug, with certainty and despatch.

Be sure that each label bears the name of the manufacturers

THE

CANADA PAINT Company

LIMITED

Montreal - Toronto - Winnipeg

CANADA.

Canadian Made Licorice

(Y. & S. BRAND)

As Advertised In All The Prominent Cities of Canada

FOR SALE BY ALL WHOLESALE DRUGGISTS

FOR SALE BY ALL WHOLESALE DRUGGISTS

Acme Licorice Pellets, M. & R. Wafers, Softmints, Lozenges, Powdered Extract and Root, Etc., Etc. - Appropriate for Druggists' uses.

N.B.—Place your orders with your wholesaler for your winter requirements

MANUFACTURED BY

National Licorice Company

MONTREAL

Cash with Order

LOOK HERE, Mr. DRUGGIST! YOUR OPPORTUNITY

We have in stock some forty dozen CLINICAL THERMOMETERS, the "Qualitair" Line. No better made. GUARANTEED against everything except breakage. Specially well made, tested and seasoned.

The stock is assorted, ½, 1 and 2 minute. While they last we will give them away at the following prices:

2 min.	regular $ 5.00,	to clear	$3.10
1 "	" 7.50,	"	3.85
½ "	" 10.00.	"	6.50

THIS IS THE BEST OPPORTUNITY to purchase Clinicals you ever had. It will pay you to send your order at once.

HIGH GRADE CLINICALS AT LOW GRADE PRICES.

Cash must accompany orders. No discount.

Any rubber goods required we will be pleased to send, charges paid.

Address all Orders and Communications to the

HIGGINBOTHAM RUBBER GOODS CO.

MILTON, ONTARIO.

Did You Ever Notice

that the druggists throughout the country who do the largest trade are always the fellows who are not afraid to buy enough of any good patent medicine in order to get a lot of free advertising.

On the other hand did you ever notice the shiney coat and frayed at the bottom pants on the man who is always knocking patent medicines and talking about the professional aspect of the drug business.

That ought to be enough to convince you of the wisdom of writing The Merrill Medical Co., Manufacturing Chemists, Toronto, regarding exclusive advertising proposition for

MERRILL'S RELIABLE FAMILY REMEDIES
THE ROYAL ENGLISH TOILET PREPARATIONS
MERRILL'S HOUSEHOLD NECESSITIES

Don't wait for a traveller. Write to-day

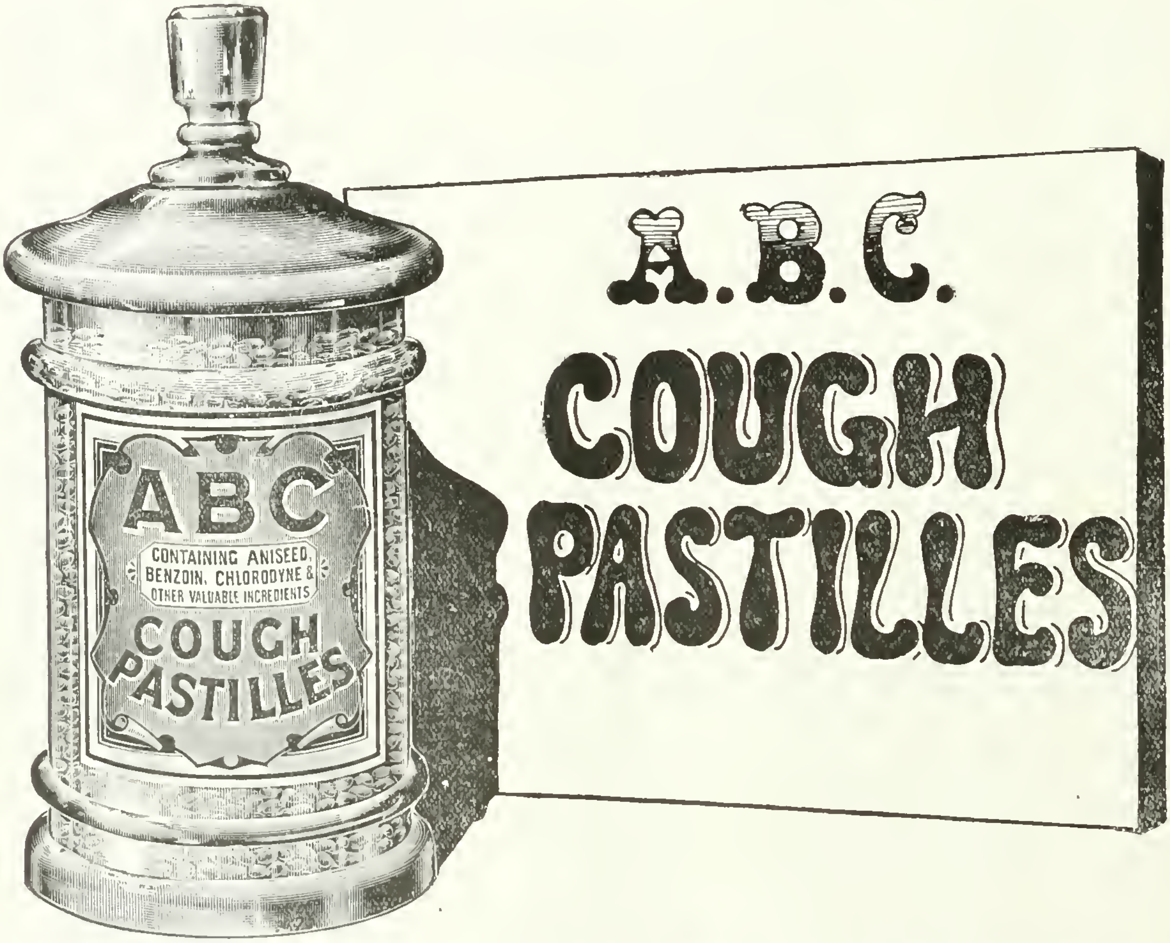
The Merrill Medical Co.

Merrill Building, Toronto, Ont.

ROBERT GIBSON & SONS

LIMITED

MANCHESTER AND LONDON


ABC
CONTAINING ANISEED, BENZOIN, CHLORODYNE & OTHER VALUABLE INGREDIENTS
COUGH PASTILLES
A.B.C.
COUGH
PASTILLES

SELL WELL! PLEASE EVERYBODY!!

SENT OUT IN 4 lb. GLASS SHOW JARS

A. B. C. Pastilles; also Glycerine Pastilles, Voice Jujubes, Delectable Jujubes, Magnum Bonum Jujubes, Menthol Pastilles, Menthol and Eucalyptus, Glycerine and Black Currant, Cinnamon Pastilles and many others.

TO BE OBTAINED FROM ALL WHOLESALE DRUGGISTS IN CANADA.

PROTECTED PRICES.

A recent decision of the Supreme Court of California involving the principles of fixed selling prices has been given by that court, and holds the contention that a manufacturer may establish himself and maintain a fixed minimum selling price. The case stated by the complainant is as follows:—

The plaintiff has been engaged in the manufacture of pure olive oil by a process of his own discovery. Plaintiff has extensively advertised the fact that he manufactures a pure olive oil.

The defendant has bought of plaintiff olive oil under the express contract that the same should not be sold at a price or prices less than those fixed by plaintiff. He has, however, refused to comply with his contract. The prayer is for an injunction restraining the defendant from advertising, selling or offering for sale the oil at prices less than those fixed by the contract, and for damages.

In support of the ruling sustaining the demurrer it is urged that the contract relied on by plaintiff is unenforceable as being in restraint of trade.

Monopoly Defined.

We have here no question of an attempted monopoly. "A monopoly exists where all, or nearly all, of an article of trade or commerce within a community or district is brought within the hands of one man or set of men as to practically bring the handling of production of the commodity or thing within such control to the exclusion of competition of free traffic therein." The contract here relied on does not relate to any olive oil except that manufactured by plaintiff. While the plaintiff alleges that he manufactures oil by a process of his own discovery, there is nothing exclusive in the product resulting from this process.

Under these circumstances, we see no reason why the contract alleged by the plaintiff should not, as between the parties to it, be held to be valid. It violates no canon or public policy. By its terms the buyer is not precluded from engaging in any lawful trade. He may sell other olive oil at any price and on any conditions satisfactory to him. The producer was, in the first instance, under no obligation to sell his oil, and when he did sell it, had the right to exact, as part of the consideration for the sale, a promise by the purchaser that he would not sell it at less than a stipulated price. There is nothing either unreasonable or unlawful in the effort by a manufacturer to maintain a standard price for his goods. It is simply a means of securing the legitimate benefits of the reputation which his product may have attained. Contracts similar to the one under discussion have been considered in a number of cases, and have generally been upheld where, as here, they had no tendency to create a monopoly. Many of these decisions, it is true, deal with contracts concerning the sale of patented or proprietary articles, and are based, to some extent, upon the principle that a monopoly right is inherent in a patent or in an article produced according to a formula known only to its manufacturer. It has been questioned whether the fact that an article is produced under a secret formula is of any importance in determining the validity of contracts regarding its sale. However this may be, we are cited to no case which holds that a contract like the one at bar is invalid as between the parties to it, whether it deals with an article produced under patent or secret formula or one that may be produced by any one.

THE MAN WITH THE SAMPLE CASE.

Did you, with a short, jerky No! No! to-day or some yesterday, refuse to look at some salesman's line?

If you did it's just possible that something good passed you that you will later see in the window of your more astute and courteous competitor.

Business success, it is true, is largely a matter of elimination—the knowing of what is not wanted in every phase of the business. But judgment is by comparison. To know whether you want the things you have you must compare them with those that you have not. In every salesman's line is the product of the best skill of some one, and it may be several degrees superior to some one's product you have, which means, other conditions being equal, that you should have it.

Of course, the salesman's mission is primarily to sell. But in the samples he lays before you and in the information he can impart is the solution of the periodical problem of "what styles and how many."

It is sometimes—nearly always—a mistake to reject the salesman's information and advice as valueless on the assumption that his desire to influence a sale is stronger than his adherence to truth. It is entirely possible that they will be wholly worthy of your consideration and action.

When the salesman turns on the magnetic power of earnestness—is just a little aggressive—if you will reflect that the "Man Higher Up" has told him that he's the one who must keep the sundry machines 'a-whizzing and that the volume of the whiz depends upon him; that a salesman cannot yield a harvest of orders from his territory without cultivating it; that to succeed he has to wear out more shoe soles than trouser seats; that he is playing the game under authorized rules when seeking, uninvited, your inspection of his wares; if you will remember these things, you will, for your benefit and his, give him a courteous and undivided-attentive hearing. And if the salesman will just remember too that he wants the confidence and respect of his customers as much as he wants their trade, he will have both.

We should always be polite to our inferiors—in the presence of our superiors. Nothing is more effective.

OPTICAL OBSERVATIONS.

By a Chemist-Optician in Chemist and Druggist.

A Suggestion.

A minor improvement which I should like to sugest to trial-case manufacturers, is to leave a few spare groves in the tray for any extra trial lenses or sundries which may be added afterwards. In a new trial-case just received, one of the flat pattern, covered in black morocco leather with a removable tray, no spaces are provided even for the Maddox rod, Maddox grove, double prism, chromatic test, and so on included with the set. Consequently these lie loose in the division occupied by the trial frame, which does not tend to improve their condition after being in use for some time and rubbing and scratching one against the other. The same provision for storing these sundries ought to be made as for keeping the lenses, especially as they are more expensive to replace when damaged.

The Prescription-Book.

The proper record and keeping of prescriptions is every bit as important to the optician as it is to the pharmacist, although there is not the same legal obligation to do so. Every correction should be noted, with the name, address, age, etc., of the customer and history of the case, far as possible if the correction is from your own testing or from a prescription brought in to be filled. Several forms of prescription books are on the market, some being very elaborate, and providing diagrams and space for the description of the appearance of the fundus when seen through the ophthalmoscope, results of retinoscopy, and so on. Personally I have a preference for a duplicate book, so that the duplicates can be sent to the jobbers with the order, which facilitates your own work as well as that of the wholesale house. Although most of them return the prescriptions with the glasses, it sometimes happens that this is not done, and there is always the risk of a loose sheet being mislaid or lost.

Obtaining Normal Vision.

One of the difficulties which the student and beginner in refraction experiences is inability always to enable the customer to read 6/6. He has learned that this is the normal vision up to which the sight should be brought, and naturally does his best to attain it. But frequently he is unable to do so, mostly in cases of myopia. The following recent example will show my meaning fairly clearly. The case was one of a youth, aged seventeen, and the retinoscope indicated myopic astigmatism. The customer's attention was then directed to the test types, and with the right eye alone he could only see 6/60 with a –2.0 sph. he was brought up to 6/18, and with a –1.0 cyl. in addition up to /12, but no further improvement on this was obtained. The left eye was in better condition, and was brought up to 6/9 with a similar correction. Now this case was being tested by a beginner under supervision, and when he found that he could not bring the right eye up to the normal he went on piling up the minus lenses to 6.0, of course with no better results. In this case the next step was to use the Maddox rod, which indicated a 2 Δ prism, and with this he could read 6/6 with both eyes. This, however, was not ordered for general use, as in all probability the constant use of the minus glasses would correct such a defect, and it is not advisable to give prisms if they can be avoided. It is interesting, however, as showing exactly where the trouble lay, and such possibility must be borne in mind when the visual acuity does not reach the normal with the sphero-cylindrical correction.

THE LIFE OF BUSINESS.

The man who "never did business like that" is gradually weeding himself from the mercantile field. When confronted with the problems of the present and having suggested to him certain sources to pursue, says an exchange, he puts up the plea that he has never done business that way, has heretofore been successful and sees no reason why he should modify, change or add to that which has fetched him where he is. He keeps on for a while in the way he is going, and, although he insists that he is doing good business, he knows that something is wrong somewhere, but he still sees no reason for adopting new-fangled ideas. If we can't make up our minds to do the things of to-day as the necessities of the day demand and shape our methods according to the particular requirements of the present, we will sooner or later find that he who has a way of his own of doing things, and persists in doing things that way under any conditions, will get left far behind in the race for business. A man goes to bed with a clear conscience that he has fixed his business properly for the problems he has contended with during the day, but he wakes up to his business the next morning with some new series or sets of troubles confronting him that demand other treatments. Ignoring or passing over won't rid his business of the annoyances, and because he didn't have them to contend with ten or twenty years ago, he fools himself expensively if he attempte to let them go unnoticed and unconquered. It doesn't make any difference how we did business some other day, the problems of today are the ones that demand our attention to-day, and if we don't know how to handle them, it is up to us to find out immediately.

ONE WAY OF COLLECTING.

A Michigan dealer used the following statement as a gentle reminder to his slow-paying customers: "All persons indebted to our store are requested to call and settle. All those indebted to our store and not knowing it are requested to call and find out. Those knowing themselves indebted and not wishing to call are requested to stay in one place long enough for us to catch them."

Mr. Retail Druggist:

Standing Bonus Offer for 1910. Your Profit on our Goods 75%

We will always protect you. We want your co-operation. We are the only Patent Medicine Company in the world who create a demand for our goods and allow the Retailer to make 75 per cent. profit. Advertisements in all the leading Canadian papers are sure to move the goods.

ALL OTHER OFFERS VOID AFTER DECEMBER 31st. 1909.

First Offer **THIS IS IT** ***Second Offer***

Your investment of $17.00 for 1 doz. Dr. Martel's Female Pills brings back to you:

1 doz. Pills	$24 00
1 doz. Dr. Martel's Soap	3 00
96 oz. best assorted Herbs	4 80
	$31 80
Cost you	17 00
Your NET profit (on 1 doz.)	$14 80

Your investment of $8.50 for ½ doz. Dr. Martel's Female Pills brings back to you:

½ doz. Pills	$12 00
½ Soap	1 00
48 oz. Herbs	2 40
	$15 40
Cost you	8 50
Your net profit on ½ doz	$6 90

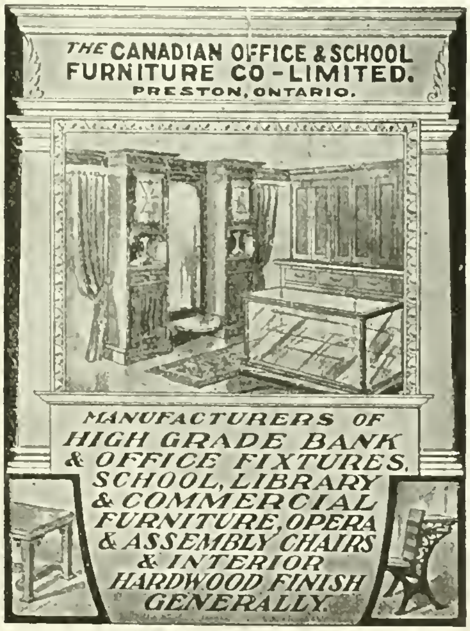
USE THIS SLIP. SEND IT TO YOUR JOBBER.

NAME.................................... QUANTITY....................................

TOWN.................................... JOBBER....................................

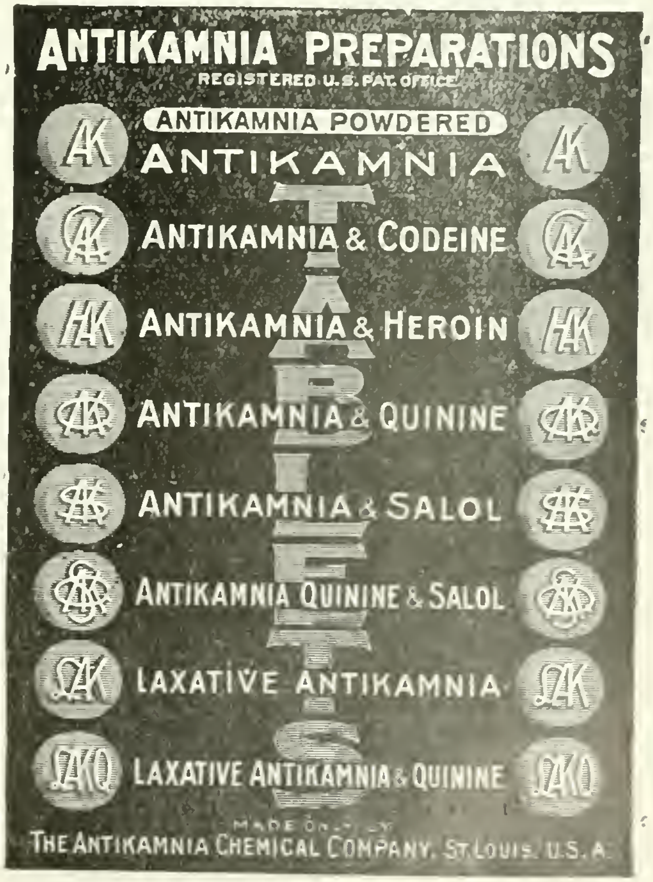
KNICKERBOCKER REMEDY COMPANY, 36 East 23rd Street, NEW YORK.

Sole distributors various Dr. Martel Remedies.



THE CANADIAN OFFICE & SCHOOL FURNITURE CO.-LIMITED.
PRESTON, ONTARIO.

MANUFACTURERS OF HIGH GRADE BANK & OFFICE FIXTURES, SCHOOL, LIBRARY & COMMERCIAL FURNITURE, OPERA & ASSEMBLY CHAIRS & INTERIOR HARDWOOD FINISH GENERALLY.



ANTIKAMNIA PREPARATIONS
REGISTERED U.S. PAT. OFFICE

ANTIKAMNIA POWDERED

TABLETS

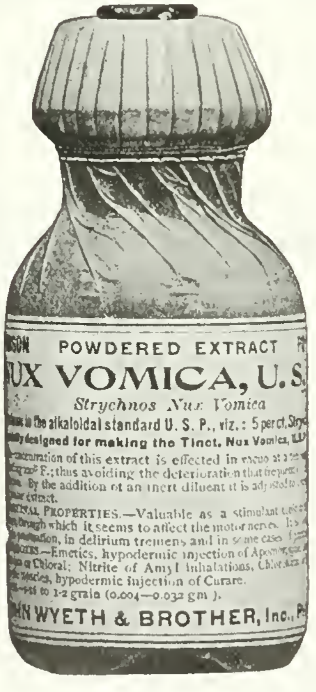
ANTIKAMNIA
ANTIKAMNIA & CODEINE
ANTIKAMNIA & HEROIN
ANTIKAMNIA & QUININE
ANTIKAMNIA & SALOL
ANTIKAMNIA QUININE & SALOL
LAXATIVE ANTIKAMNIA
LAXATIVE ANTIKAMNIA & QUININE

MADE ONLY BY
THE ANTIKAMNIA CHEMICAL COMPANY, ST. LOUIS, U.S.A.

WYETH'S

STANDARD
POWDERED EXTRACTS

Will be found entirely divested of the slightest evidence of oxidation, possessing the well-defined physical characteristics of the respective drugs from which they are derived, such as odor, taste and color, and retaining in a concentrated condition the original proximate principles of the drugs. Too much stress cannot be laid upon the importance of exercising the utmost discrimination on the part of the apothecary in the selection of Powdered Extracts; if not made by the vacuum process, they must necessarily suffer much deterioration.



JOHN WYETH & BROTHER

INCORPORATED

PHILADELPHIA, PENNSYLVANIA

LYMANS LIMITED, Canadian Factors, MONTREAL, CANADA.

American Floral Perfume Co., Limited

Manufacturers of the Celebrated Floral Perfumes

(Canadian Patent No. 103203, Jan. 22, 1907)

Laboratory - - - 88 Wellington Street West
TORONTO, CANADA

Our "Empress Perfumes" with the Real Flower in the Bottle

ODORS

Carnation
Clover
Crab Apple
Heliotrope
Hyacinthe
Lilac, Rose
Lilies (Valley)
Our Best
Sensation
Sweet Pea
Unique
Violets

Prices as follows

8 fluid ounce bottles, each	$3.75
5 fluid ounce bottles, each	2.50
1½ fluid ounce bottles, per dozen ..	8.00

Any other brand of perfumes containing the flowers are infringements of this patent and the dealer liable. Any infringement will be vigorously prosecuted.

Special Offer to You

In order to introduce our **French Perfumes**, we will present you with four bottles in very handsome silver plated holders with an order for eight bottles of our Empress Perfumes, ½ lb. size, at $3.75 each. As these **French Perfumes** and holders retail at $2.00 each it is equivalent to allowing you a special discount of $8.00.

Our French Perfumes

Extra Concentrated

Franour, Coryntbius, Queen of Azores, in 8 oz. bottles, gold seal	**........$3.00 each**
Sorosis (the very best) ...	**..... 4.00 each**

Our French Perfumes in 2 oz. Bottles

A
New Style
Bottle
with
Cut Glass
Stopper

Silver
Plate
Holder

Made exclusively for us by one of the best silver plate manufacturers in Canada.

This is a positive novelty, very attractive in appearance, suitable for a present, and an ornament to any lady's dressing table.

Handsome bottles with cut glass stoppers, containing 2 oz. of **Franour, Queen of Azores or Corynthius,** $12.00 doz. or with silver plated holder $18.00 per doz. **Sorosis**, $14.00 doz. or $20.00 doz with silver plated holder.

THE EUREKA OINTMENT POT

REDUCTION IN PRICE

Is now well known and is one of the most popular jars on the market. We formerly made it only in Flint, Amber and Emerald Green. We now furnish it in Opal as well, in the dispensing sizes, ½ oz to 4 oz. sizes.

EUREKA OINTMENT POT LIST

Size	Per Gross	Original Package
¼ Oz.	$ 5 35	5 Gross
½ "	6 25	5 "
1 "	7 0	3 "
2 "	9 90	3 "
3 "	12 75	2 "
4 "	15 00	2 "
6 "	20 00	1 "
8 "	27 00	1 "
16 "	39 .0	1 "

FOR SALE BY JOBBERS DISCOUNT TO THE TRADE 60 PER CENT.

T. C. WHEATON CO. MILLVILLE, N.J., U.S.A.

EXPERT BOTTLE BLOWERS

NO! THIS IS NOT AN ADVERTISEMEMT IT IS A "HORRIBLE EXAMPLE."

I put it here to show how NOT to do it

And I let it stand from issue to issue for the same educational purpose.

Then, to make my point unmistakably clear, I have purposely crowded into this cheap little space "copy" that should have a page.

This sort of thing costs very little per issue—and is worth it!

I despise "cheap" things, and if this thing (it isn't an advertisement) doesn't look cheap, I miss my guess At that, it is better than the average "standing card" because it SAYS something

I estimate that a full page advertisement is worth 40 times as much as an eighth-page "card" in its real advertising value; a half page 10 times as much as an eighth; a quarter-page 3 times as much, and a 1-inch card, not only valueless, but an absolute damage to the financial standing of the man perpetrating it

Let me tell you how I can help you make money out of real advertising in this splendid Journal.

Send for my tract "A Cure for the Card Habit"

I hate to put my name to this awful thing, but here goes:

R. R. SHUMAN, Trade Paper Copy Specialist

440 Wells Street, CHICAGO

GOMBAULT'S CAUSTIC BALSAM

Always gives satisfaction to the Consumer and pays the Retail Druggist a good profit

None genuine without the signature of
The Lawrence, Williams Co.
Sole Proprietors & Distributors for the U S & CANADA. CLEVELAND, O.

THE GREATEST VETERINARY REMEDY OF THE AGE

Also an absolutely safe Liniment for External Use on the Human Body

At Wholesale Dealers, $12.00 doz. Retails at $1.50 per Bottle

THE LAWRENCE WILLIAMS CO.

TORONTO, ONT. - CLEVELAND, O.

ESTABLISHED 1891

Common Sense

Vermine Exterminators

—TWO KINDS—

NO SMELL

RATS and MICE

Roaches and Bed-Bugs

IT DRIES THEM UP

Most infallible remedy known Retains its strength for years.
Sold in every Country in the World.

Sold by all Jobbers:
TORONTO, ONT. BUFFALO, N. Y. LONDON, ENG

SUBSCRIBERS

R. J. DUN & CO.

If you are interested in the Western Provinces kindly send your name on a postal card, addressed

"Western Mailing List,"
R. J. DUN & CO.
Toronto, Can

EWING'S

SEEDS PAY

Even if someone offered them free it wouldn't pay you to stock seeds of poor or doubtful quality.

Your customer's crop should be worth 10 to 100 times the cost of the seed. Inferior seed will easily loose him half the crop, or from 5 to 50 times the cost of reliable seed.

Economizing on seeds is most expensive economy.

Ewing's Seeds have proved their reliability by forty years of bumper crops.

Insist on Ewing's. If your jobber or wholesale hasn't them, buy direct from us.

Our big Illustrated Catalogue is free—write for it to-day.

WM. EWING & CO., Seedsmen

McGill Street - - - - - Montreal

Formulary

Deodorant Powder.

Boric acid	1½ oz.
Pulverized talcum	3 ozs.
Pulverized starch	12 ozs.
Oil of eucalyptus	1 dr.

Triturate the talcum with the oil of eucalyptus, then add the boric acid and starch and rub well in a mortar before passing the finely triturated powder through a sieve.

Barber's Styptic Powder.

1.—Alum	
Nutgalls	
Acacia	
Gum benzoin	equal parts

Powder each separately and mix.

2.—Alum	
Gum tragacanth	
Tannic acid	equal parts

Powder and mix.

Lip Salves.

1.—Paraffin	400 parts
Cacao butter	400 parts
Petrolatum	250 parts
Lanum	250 parts
Oil rose	6 parts
2.—White wax	1 oz.
Expressed oil almonds	2 fl. oz.
Carmine	1 gr.
Oil rose	1 drop
3.—White wax	1 oz.
Spermaceti	1 oz.
Liquid petrolatum	6 fl. dr.
Tincture benzoin	2 fl. dr.
Alkanet root	120 grn.
Oil rose	1 drop

Vaseline Pomade.

4.—Liquid paraffin	100 parts
White wax	30 parts
Oil of African geranium	4 parts
Lemon oil	2 parts

Mix.

Rose Pomade.

5.—Almond oil	100.0 parts
White wax	30.0 parts
Geranium oil	2.0 parts
Alkanin	0.3 part

Mix.

Yellow Pomade.

6.—Liquid paraffin	100.0 parts
White wax	20.0 parts
Spermaceti	20.0 parts
Oil of clove	9.0 parts
Crocus	0.5 part

Mix.

White Pomade.

7.—Liquid paraffin	100.0 parts
White wax	30.0 parts
Bitter almond oil	1.0 part
Lemon oil	0.2 part

Mix. —Augsburger Seifensieder Zeitung.

Depilatory.

Sodium thiosulphate	2 drams
Calcium bisulphite	1 drams
Compound chalk powder	2 drams
Perfume, a sufficient quantity.	
Glycerin	½ dram
Water to make a paste	

Dandruff Remedy.

Tr. Cantharidis.	
Tr. Capisci	½ oz.
Hydrargyri bichloridi	5 grs.
Ol. Ricini	1 dr.
Spt. myrciae	q. s. ad 16 ozs.

Face Enamel.

Precipitated chalk	12 ozs.
Zinc oxide	12 ozs.
Lead carbonate	12 ozs.
Glycerin	8 ozs.
Alcohol	16 ozs.
Ext. white rose	1 ozs.
Water	2 gals.
Sol. carmine	10 drops, or

enough to make it a flesh color. Care must be exercised in bottling this that each bottle get its proper part of the powder. An excellent plan is to mix the powders for the required number, well together, then divide in the usual manner and transfer each portion to its bottle. The liquids are now mixed, and the bottle filled.

A Greaseless Face Cream.

Quince seed	10 parts
Water, boiling	1,000 parts
Borax	5 parts
Boric acid	5 parts
Glycerini	125 parts
Alcohol, 94%.	
Attar of rose, to sufficient quantity.	

Digest the quince seed for two hours and a half in 500 parts of boiling water, frequently stirring them, and strain off. Dissolve the borax and acid in the remainder of the boiling water, and to the solution add the glycerin, alcohol and attar of rose, or any perfume you may prefer. Finally, add the quince mucilage, little by little, with constant agitation, which should continue for five minutes after the last of the mucilage is added.

Transparent Shampoo Jelly.

Transparent soap	100 parts
Potassium carbonate	12 parts
Water	150 parts
Glycerin	50 parts

The soap is coarsely powdered and placed in a suitable vessel. The potassium carbonate is dissolved in the water and added thereto. Heat over a water-bath until melted, then add the glycerin, and, when a homogeneous mixture is produced, cool a small sample. If this is too firm, add water in sufficient quantity to produce a preparation of the desired consistency. Perfume as desired.—National Druggist.

Perfumed Toilet-Ammonia.

Distilled water	5	pints
Stronger ammonia	2½	pints
French rose water	5	fl. oz.
Soluble ext. orange	7	fl. dr.
Soluble ext. lemon	7	fl. dr.
Soluble ext. Violet	6	fl. dr.
Soluble ext. bergamot	2	fl. dr.
Soluble ext. Rosemary	2	fl. dr.

Mix the essences with the distilled and rose waters, and then add the ammonia.

THE WALPOLE HOT WATER BOTTLE.

As will be seen by an advertisement in another part of this issue, the Walpole Rubber Co., Ltd., are offering something new in hot water bottles, this particular article being made of one piece of rubber, and, it is claimed, is the only moulded water bottle so made. It is free from seams, joints or cement, being manufactured by the Gleason Fusible Core process, which eliminates all possibility of over or under vulcanizing the rubber. These bottles are being extensively advertised and there is no doubt that a large demand will be created for them.

THE TRUE BUSINESS IDEA.

The executive of the Canadian Press Association has, through its secretary, sent to the members of the press generally some items for publication dealing mainly with "substitution." The following is one of the articles:

> DON'T SUBSTITUTE
>
> Always give your customers what they ask for. "Just as good" or "the same thing" may make one sale at a large profit, and at the same time lose the confidence and trade of a dissatisfied patron.
>
> DON'T SUBSTITUTE

We heartily agree with the advice given here, and as a business maxim it is not only good policy, but the only square and honest thing to do. From our own knowledge of the retail drug trade in Canada, we can safely say that "Substitution" is not practised to any great extent. There are, of course, black sheep in every flock, and there always will be men who for the sake of extra profit will, instead of the ordered article, sometimes use a preparation which, although it may not be inferior in its medicinal properties, yet is not the exact preparation prescribed, and is only used because of its cheapness. This, we contend, is not by any means a general practice with druggists, and the reference in the "article" does not appeal to the drug trade any more than to any other branch of merchandising.

Too often the word "substitution" is erroneously used, and the recommendation of one article to take the place of another, whether it be advertised or not, is not attempting to substitute, but is really an endeavor to "displace" the one by the sale of some other article.

All through the various branches of commerce we find articles manufactured which are intended to displace something which has been in general use. Take the grocery and provision trade, for instance, and see the number of articles which have been and are being made to displace butter. Look at the grocer's shelves and see the egg powder, the cereal coffee, and numbers of other articles which might be cited as tending to displace others. Then in leather goods we have leatherette, fabrikoid, rexine, etc. In dry goods we have such articles as cashmerette, silkoline and others and so on through the various commodities which appeal to the public. It has been said that there is "nothing original in the world," and this certainly is a truism, and the manufacture or sale of any article is a matter of general merchandising and open to anyone.

The article which we have quoted as being sent out by the Press Association appears, therefore, we would take it, as a general attack on any class of goods which is intended to displace other lines which have won the public favor through advertising in the daily and weekly press. And although the goods which are intended to displace the advertised article can be quite equal, and in some cases superior to their product, the press seems to think it its duty to warn the public against the use of anything that is not advertised.

We believe the retail druggists of Canada are as a rule free from any charge of real substitution; they may, and doubtless in many instances do, recommend preparations of their own make to take the place of others which are advertised for similar purposes, but this is only a matter of business policy. Whether it is a wise one or not, we leave it to each individual.

"SOLID" CHLOROFORM.

It is known that peptone absorbs chloroform with great avidity. Schleich (Suddeutsche Apotheker Zeitung) makes use of this circumstance to prepare a "solid" chloroform, as follows: Peptone, 100 parts, is rubbed up to a paste of 90 parts of water and 100 parts of chloroform added. The excess of chloroform is secured by distillation. The "solid" chloroform has all the properties of the liquid, is not decomposed by light and yields chloroform when treated with acids or alkalies.—Nat. Druggist.

TANGLEFOOT

THE ORIGINAL FLY PAPER

For 25 years the Standard in Quality

ALL OTHERS ARE IMITATIONS.

METAL FURNITURE

for Cafes, Shops, Halls and other Public Places.

There is nothing better in appearance, construction, and for wearing qualities than this line.

—Write for Prices—

LYONS & MARKS, Distributors
120 Bay Street, Toronto, Can.
The Chicago Wire Chair Co.
Manufacturers - Chicago, Ill.

WE ARE NOW BOOKING CONTRACTS

For the Year, for—

MAGNESIA CITRATE, Effervescing

SODIUM PHOSPHATE, Effervescing

Large crystal, perfect effervescence, Thorough action. Best that money can buy.

E. G. WEST & CO., Wholesale Druggists and Manufacturing Chemists
176 KING STREET EAST.
LABORATORY—158 LUKE STREET TORONTO

EASTERTIDE, 1910

Easter Day is March 27th

ATTENTION is directed to our lines of these goods

Original Designs — Appropriate Quotations

Leaflets - "For the Empire" Series

2 designs at $1.25 per 100	30 designs at $ 2.50 per 100	31 designs at $ 5.00 per 100
11 " 7.50 "	8 " 10.00 "	6 " 12.50 "

POST CARDS

Beautiful Heavily Embossed Cards

Assortment No. 60, Floral.
Assortment No. 61, Crosses.
Assortment No. 62, Chickens.
Assortment No. 63, Verses or Texts.

—ORDERS SHOULD BE PLACED EARLY—

THE COPP, CLARK CO., Limited, Toronto, Canada

DEFENDER TRIPLE A.

A High Grade Developing Paper for

Professional Photography

Gives Rich Soft Tones, and as much Detail as any Printing-Out-Paper. A trial Package of one dozen Cabinets for 15c in stamps or cash.

ARGO

We carry a full line of Argo, Disco, Monox, and Ampere Papers, also

Vulcan Dry Plates

Write for Price-List and Dealers' Discounts.

DEFENDER PHOTO SUPPLY CO.

FACTORIES
ROCHESTER and PHILADELPHIA

131 Bay Street, Toronto

PHOTOGRAPHY

PHOTOGRAPHS ON HANDKERCHIEFS.

Photographic amateurs with a taste for novelty may be interested in the following account of a method of photographing upon silk and other fabrics, says H. J. Bull, in "Photography." By the process to be described portraits or small views may be printed upon handkerchiefs, scarves, etc., and presented to friends, making very pretty and acceptable presents.

A solution of thirty grains of primuline and twenty grains of common salt dissolved in four fluid ounces of hot distilled water is prepared. The handkerchief, or a corner of it, is soaked in this solution while still hot for about forty seconds. This will dye the material a yellow color—presuming it to have been white or cream colored in the first place. It must now be rinsed in cold water and sensitised by immersion for the same period in a solution of five grains of potassium nitrate, using the pure salt in four ounces of distilled water containing two drops of concentrated sulphuric acid. It is best to drop the acid from the end of a glass rod dipped into it rather than from the bottle, as only a very small quantity is required. This operation, and a subsequent rinsing in cold water, must be conducted in a darkroom, or at least only in very weak daylight; but lamplight or gaslight as in an ordinary room will do no harm.

When dry the silk which is now sensitive to light, is stretched over the back of a new, or at any rate perfectly clean printing frame, and is printed from a glass or film positive for from three-quarters to three minutes, according to the intensity of the sunlight. The action must be continued until a portion of the sensitive surface outside the frame has been rendered colorless. Development and fixing will take place together.

The operator has the choice of several colors for the picture, which may be produced at will by varying the nature of the developer. For red, beta-naphthol is used; for orange, resorcin; for brown, pyrogallol; and for yellow, phenol.

The strength of the developer is in all cases the same, being five grains of the solid to four ounces of water, and a few seconds complete immersion suffices. A final washing in running water completes the operation.

An interesting modification of the process can be made by printing two or more subjects on the same piece of fabric by masking, and then developing the two pictures by means of a brush, using a different developer in the two cases, so as to get two different colors.

BURNT MANUSCRIPTS RENDERED LEGIBLE BY PHOTOGRAPHY.

It is always possible so long as the manuscript has not been utterly disintegrated, to obtain a photograph of the carbonised sheet, in which the writing is perfectly legible. The charred fragments are carefully arranged on a sheet of glass, then covered with a drying varnish, and backed by another glass sheet. This may then be placed in a printing frame. When the writing has been done with vegetable inks, although no trace of it may be evident to the unaided eye, perfectly legible photographs may be obtained by means of orthochromatic plates and carefully selected color screens. Writing in aniline or iron base inks may be photographed in the usual manner. Pencil writings require the objective to be so inclined on its axis that the light reflected by the graphite may penetrate it.—Reiss (Pharm. Zentralh., 1909).

ENAMELLING PRINTS.

There are many photographers who wish to secure the highest possible gloss upon their prints. To do this, the print must be "enamelled." The usual plan is to treat plate-glass with French chalk, polish it and coat it with a collodion. The print and the glass are immersed in a weak warm solution of gelatine. The print is squeegeed down on the collodionised surface, and the glass is placed aside to dry. When dry, the print is stripped off, and bears a collodion surface with all the polish of glass itself. The method was described at length with full working details, in Photography and Focus for August 18th, 1908.

Another plan for obtaining the same result was given recently in the "Bulletin of Photography." The glass is coated with collodion, as above described, and when this is dry, a varnish is poured over it of the following composition:

Gum juniper	38 grains
Orange shellac	10 grains
Fiddle resin	5 grains
Camphor	5 grains
Methylated spirit	1 ounce

The plate is allowed to dry—indeed, it need only dry at the edges—and then the print, which has been soaking previously in methylated spirit, is laid face downward on the varnished surface and squeegeed into contact, taking great care to avoid airbells and to get perfect contact all over. A pad of blotting paper is put on the print, and on top of this another piece of glass and a weight. When thoroughly dry, a cut is made all round the print down to the surface of the glass, and the print peeled off. It is said that this method gives a polish beyond which nothing can be desired.

but our contributor, Prof. Namias, has recently published formulae which he states will give vigorous prints from ordinary negatives.

A PASTORAL SCENE—CANADIAN SHEEP.

Half-Tone, by Legg Bros.' Engraving Co.

DEVELOPING OLD GASLIGHT PAPER.

In this department for September was published the experiences of one of our readers with over-ripe gaslight paper. Since that time Mr. L. R. Adkins, of Rochester, N.Y., sends a formula to be substituted for the combined weights of sodium sulphite and carbonate in any developer for paper. This may be used for old gaslight paper of any brand without any extra addition of potassium bromide, although it is no cure for silver sulphide.

The formula is as follows, using dry chemicals:

Sodium carbonate	25.0%
Sodium thiosulphate	0.5%
Sodium sulphite	69.5%
Potassium bromide	5.0%

—Photo-American.

HOME SENSITISED PAPER.

The reason why a good many amateur photographers have fought shy of "plain salted papers," as home sensitised silver paper is usually called, is no doubt the belief that such papers need a negative with a great deal of contrast. As a rule this is true; but our contributor, Prof. Namias, has recently published formulae which he states will give vigorous prints from ordinary negatives.

Any suitable paper, such as smooth Whatman drawing paper, should be cut into small pieces a little larger than are actually required, and should be marked on the back with a pencil, as when wet it is not easy to distinguish back from front. They are then floated for two minutes on a salting solution composed of:

Common salt	100 grains
Neutral sodium citrate	100 grains
Water	10 ounces

They are pinned up to dry, and in this condition are, of course, quite insensitive, and may be kept any length of time. A day or two before they are wanted, but not before they are floated for two minutes on

Silver nitrate	320 grains
Citric acid	20 grains
Water	10 ounces

The paper must then be dried in the dark. When dry it is floated for one minute on a plain five cent. solution of oxalic acid, or else on

Oxalic acid	90 grains
Citric acid	180 grains
Water	10 ounces

This latter formula is better if the paper is to ba kept for any length of time in a sensitive condition.

WHAT'S THE REASON ?

It is an undisputed fact that "TRUE FRUIT" Soda Fountain Requisites are used at the largest and most successful soda fountains and by a vast majority of the soda dispensers throughout the United States - -

They are recognized everywhere as the standard of quality. Year by year they continue to grow in popularity as shown by the steady increase in sales - -

There IS ONLY ONE Answer

It is because they are made from the choicest ripe fruit, in a sanitary factory by the most up-to-date methods and special apparatus, retaining in the greatest possible degree the richness and strength of flavor of the fresh ripe fruit.

They will stand greater dilution than any other brand of Soda Fountain supplies. You can serve more soda water of better flavor and quality, at less cost and therefore greater profit from a gallon of J. HUNGERFORD SMITH CO.'S "TRUE FRUIT" Syrup than from a gallon of any other make. Or if you dilute them in the same proportion, you do not have to use as much of the "TRUE FRUIT" kind in a glass of soda. Either way, you SAVE MONEY by using

"True Fruit" Syrups and Crushed Fruits

EXCLUSIVELY

They are the best from every standpoint. All packages full measure

ASK YOUR JOBBER !

J. Hungerford Smith Co.

LIMITED

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Mail us your order amounting to $25.00 or more list, mentioning your jobber, and attaching this coupon, which will entitle you to one of our new transparent window signs in color. It would cost you at least $25.00 to duplicate it.

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The "ENSIGNETTE"

The Leading Camera this season—for Films—goes in the Vest Pocket, $9.00

Every Dealer should Stock Them

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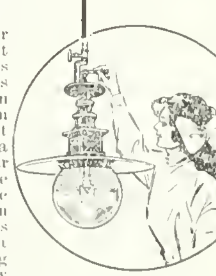
HANDY LAMP

|Gasoline Lighting Syslem

Gives a 300 Candle Power Shadowless Light the instant you move the lever. Turns up or down, like gas, burns dim when not in use, or can be turned up instantly when more light is needed. It floods a 30-foot space with a brilliancy like daylight. Far cheaper than gas, kerosene or electricity, and so simple that anyone can use it. You can depend upon it for years for any purpose demanding a big, strong light. Catalog CD tells why. Send for it now



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GOLD MEDAL, ST. LOUIS, 1904

Grand Prize, International Exhibition, London, 1909

THOMAS TYRER & COMPANY, Limited

STRATFORD, LONDON, ENGLAND

EXCELLENCE "Sterling" BRAND RELIABILITY

SECOND TO NONE

PHARMACEUTICAL Chemicals **INDUSTRIAL**

MERCURIALS HYPOPHOSPHITES
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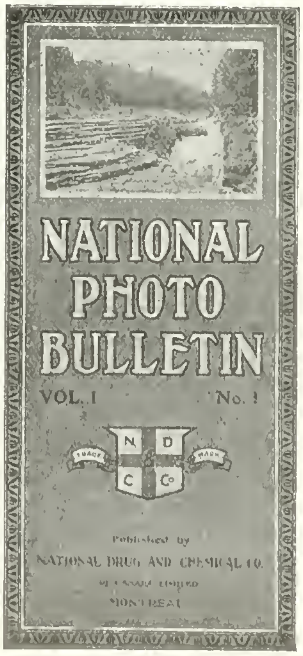

NATIONAL
PHOTO
BULLETIN
VOL. I No. 1

N D
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TRADE MARK

Published by
NATIONAL DRUG AND CHEMICAL CO.
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MONTREAL

The National Photo Bulletin

will sell Photographic Goods for you

If you are handling our photographic goods, and will send us a list of names of those interested in photography in your town or district, we will each month mail to them free of charge a copy of our Photo Bulletin. The Bulletin is crammed full of useful information for photographers, including descriptions of the latest applications and methods. With the first copy we will send a letter stating that the Bulletin is sent at your request and that you will be pleased to show any of the articles described on it. Send in your list at once then note how your sales of photographic goods increase.

National Drug and Chemical Company of Canada, Limited

Montreal

STATIONERY

FOR SHOW CARD WRITERS.

An expert at show card writing advises care in the preparation of such cards. He says:

Do not use periods at the end of display lines unless after an abbreviation. They are worse than unnecessary. Lay out your card roughly but carefully with lead pencil before touching brush to it.

Do not sign the firm name on a display card for use in the window or store. Your name is over the front door. That's enough.

If price cards are used, make them on cardboard of the same color and painted with the same paint used on the window card.

Last and most important, write out the matter to go on the card with great care, and in such a way that it will attract and not repel custom.—Master Painter.

DIRECT TO THE RETAILER.

The Bobbe Litho Company, of New York, manufacturers and importers of post cards, who formerly supplied none but the wholesale and jobbing trade, have made a very bold move in the marketing of their productions and importations and have resolved to go direct to the dealer through the medium of a finely illustrated catalogue, at prices which they claim are so low as to give the dealer the benefit of the jobber's profits and the salesmen's commissions.

Their reasons for this departure is best explained in the words of Mr. S. Bobbe, the well known lithographer, whose plants in America and Holland are world-renowned.

"Our experience with many of the jobbers throughout the United States who deal in post cards exclusively has been very sad indeed as far as credit has been concerned. We have sunk our identity for many years by making large quantities of post cards, even printing other names on them as publishers, but we find that our post card business is best conserved by direct contact with the dealer. As we know the large amount of post cards consumed throughout the country, we realized that if we could go to the dealer direct with our product we could surely receive enough encouragement to give them our entire productions.

"We have perfected a glazed view which our foreign house formerly made and we now make them equally as well here in lots of 500, of a subject with a photo finish that far excels many of the photographic view cards that are sold throughout the country. We make views merely to stimulate the balance of our business and we deliver them in two weeks' time.

"Our new catalogue has various testimonials from users of our cards, the authenticity of which is prima facie."

"DAINTINESSE."

This is the trade mark which the Fancy Goods Co. of Canada, Ltd., Toronto, are using to specify a special line of tooth and nail brushes, put up in a style which cannot but commend itself to both the retailer and the general public.

These brushes are put up in a velvet leather imitation crocodile case to be placed on the counter. This case has a glass top with a drawer to be pulled out, so that the customer may make a selection of the kind of brush desired. These brushes are all numbered and instead of this sample brush being sold to the customer, one of the corresponding number, which is put up in a sealed envelope, is handed to the customer.

All druggists know the difficulty they have to contend with in keeping their customers from promiscuously handling every tooth brush displayed, and this sanitary idea is one that cannot but find great favor with the public.

The case contains twenty-four tooth brushes and four nail brushes. We are informed that the sales so far, although only recently introduced, have been exceedingly large, and the idea is one that has "caught on" with druggists wherever shown.

FOR THE SPRING TRADE.

The new range of stock papeteries which Buntin, Gillies & Co. are showing for the spring trade are among the finest they have ever shown. The cover designs are artistic and appropriate and the boxes are filled with heavy, linen-finish white stock, the envelopes in every case having the long pointed flap which is so popular at present.

Many new designs have been added to their stock cf Japanese napkins. Appropriate Easter and St. Patrick designs are meeting with favor generally and the special assortment proposition is helping the sale considerably.

The latest in display boxes for pencils is the Airship assortment No. 1170, a miniature bi-plane with movable rudder and complete in every detail. It contains six dozen five cent. rubber-tipped pencils.

STANDING STILL.

It doesn't pay to stand still; that is, figuratively speaking. A business can't do it and remain a big investment a great while. A young man can't if he intends getting the best out of himself. A beaten path is easier to trudge along than making a near cut through the woods. Keep thinking. That's what that brain was placed in your head for.

DEVELOPING OVER-EXPOSURES.

The Amateur Photographer recommends the following formula for developing plates which are known to have been over-timed:

A

Water	4 ounces
Sodium sulphite	400 grains
Dissolve, and add	
Hydroquinone	32 grains

B

Water	3¾ ounces
Potassium carbonate	160 grains
Potassium ferrocyanide	¼ ounce

Two parts of water and one of Solution A are taken, and the plate placed in it for about half a minute. Enough of B is then added slowly to just cause the image to appear, and development is then proceeded with as usual.

ELIXIR OF TERPIN HYDRATE.

In a paper read before the Pennsylvania Pharmaceutical Association, P. Henry Utech calls attention to the unsatisfactoriness of the formulas for elixir of terpin hydrate that have been proposed at various times. The chief difficulty in preparing the elixir is the inability to get a preparation that will not precipitate the terpin hydrate even when subjected to freezing temperatures. He proposes the following formula:

Terpin hydrate (in powder)	256 grains
Acetic acid	80 minims
Tincture of sweet orange peel	2 fl. drachms
Alcohol	8 fl. ounces
Glycerin	4 fl. ounces
Aromat. elixir, sufficient to make	16 fl. ounces

Mix.

Dissolve the terpin hydrate in the alcohol, to which the acetic acid has been previously added, by the aid of a gentle heat. Then add the tincture, and finally sufficient aromatic elixir to make sixteen fluid ounces. The acetic acid is added to increase the solubility of the terpin hydrate; it also enhances the therapeutic action of the preparation. The author sums up the advantages of this preparation as follows:

"First. Maximum amount of medicament with minimum of alcohol.

"Second. Permanence. Will not precipitate even when exposed to freezing temperature. Specimens have stood on my shop shelves for over a year in perfect condition.

"Third. More Efficacious. On account of increased strength and the addition of acetic acid.

"Fourth. Superior miscibility. Can be administered with resinous tinctures, etc., and remain permanent."—Nat. Druggist.

THE CHLORAL HYDRATE METHOD APPLIED TO THE ANALYSIS OF RUBBER.

Writing on this process in the "Gummi-Zeitung," Drs. Frank and Marckwald state that the use of a concentrated chloral hydrate solution for the analytical separation of organic substances was first proposed for the analysis of rubber by Schaer and Manch. Weber took up the suggestion and put forward the use of this reagent for the separation of the group of bodies soluble in acetone. After again dividing these substances into two groups he proposed to isolate them further with chloral hydrate solution. In this he completely neglected the rubber resins and admitted that the process was too complicated and liable to errors of plus and minus 10-15 per cent. Later the authors advocated a simpler modified method for the use of this solvent in the separation of the substances dissolved by acetone. An exhaustive and comparative examination of the method showed, however, that it was unreliable, errors arising by reason of paraffin substances, fatty oils, sulphur, etc., being dissolved in various quantities according to the amount of chloral hydrate used, whilst on the other hand the rubber resins did not dissolve in different proportions. The process employed was as follows: The acetone extract from 5 grams of rubber was dried and weighed and then first treated with 5 c.c. of an 80 per cent. solution of chloral hydrate at 50° C. for one to three hours. The mixture was then filtered, and washed with 20-25 c.c. of the same reagent. Sulphur was estimated in the filtrate and the resins extracted from the filter residue; the latter were also separated by other established methods. Axelrod has recently published his experiences with this method of working and these experiments fully confirmed his statements, so only a few remarks need be added regarding the solubility of sulphur and the partial insolubility of the rubber resins. With Manihot and Landolphia rubbers considerable variations were found according to their origin, whilst the proportions in like kinds were frequently in agreement, but not sufficiently so to form a rule; much, however, depended upon the quantity of chloral hydrate used. In most instances all soluble constituents were separated from the insoluble resin portion by 20-25 c.c of the solution, whilst more or less sulphur could be dissolved according to the quantity of chloral hydrate solution employed. The results obtained confirmed Axelrod's contention that the chloral hydrate process is not suitable for the determination of rubber resins, nor for the separation of the same from free sulphur, nor for the separation of rubber resins from paraffin hydrocarbons and other resins. The practice of the method, therefore, is not recommended, especially when the actual amount of rubber resin besides paraffin and sulphur is desired.

Mr. and Mrs. Archdale Wilson and Miss Katharine Wilson have returned from England.

The Stearns Perfumes are Silent Salesmen

THEY MAKE sales for you silently but surely and the druggist who takes a real live interest in his perfume department and pushes the Stearns odors is the druggist who is going to make the the most profit now and later.

We have some especially interesting offers on small quantity lots bulk odors. It would pay you to take advantage of some of them.

The Perfume Department would like to tell you all about these offers. Are you interested?

FREDERICK
STEARNS
& COMPANY

WINDSOR
ONTARIO

3-10

DETROIT
MICHIGAN

THE PATH of least or no resistance may be good enough for some, but it was never known to pay the rent.

The live Nyalists have made good money on Nyal's in the past.

If you want to still further increase your Nyal profits we have a plan that will do it.

We want to help you to make Nyal's the most successful and profitable thing in your store.

Frederick Stearns & Co.

WINDSOR
ONTARIO

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2-10

SELLING AGENTS FOR CANADA

OPTICAL EDUCATION BUSINESS AND SUCCESS

TO DRUGGISTS WHO WISH A LUCRATIVE OPTICAL PRACTICE

WE - -
OFFER

Our Instructors come to you. Teach you the science. Establish a business which yields magnificent profits. You get the knowledge, optical patronage of your locality and all future business without spending one dollar. Write for particulars.

Empire College of Ophthalmology, Ltd., 358 Queen St. West, Toronto

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THE CANADIAN COLLEGE OF OPTICS.

OUR CORRESPONDENCE COURSE IN OPTICS

has been such a success that we would like you to know what those who have taken it have to say. Correspondence Courses can begin any time. The same diploma is given correspondence students as class room students. Write for full particulars to **W. E. HAMILL, M. D., Oculist, Janes Building, TORONTO.**

PAP SAG

Tablets

DYSPEPSIA

"The only way to cure a bad case of Dyspepsia is to take one or two Pap-Sag Tablets in a little warm water, after each meal. Not to observe this simple and easy rule is to remain depressed with all kinds of stomach disorders, such as Heartburn, Fetid Breath, Gastritis, Flatulence and Indigestion."

This advertisemedt will appear in all the papers.

We have no salesman on the road to take up your time.

Druggists will please order from their jobbers or direct at the following prices:

PAP-SAG (Dyspepsia Tablets)

1 Doz	4.50
3 "	4.25
6 "	4.25
12 "	3.75

The Pap Sag Co.

Montreal

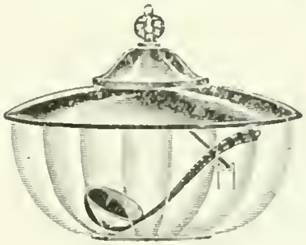
THE PERFECT SERVICE YOU WANT

At Your Soda Fountain

Will be Found Wherever the

BOHNER PATENT CRUSHED FRUIT BOWL

IS IN USE



Ladle inside under cover. Handle resting on rod, always clean and ready for use.

It possesses all the qualities that make for facility af service and insure cleanliness. **It is accepted by Health and Food Law Authorities** everywhere as the acme of perfection in the service of fruits and fruit syrups. It is endorsed and most extensively used of all bowls. **BECAUSE** it precludes the possibility of contamination by dust, flies, bugs, etc. The service ladle is inside under cover. The handle rests on a rod and is always clean and ready for use.

All Jobbers Handle Them

BOHNER MFG. CO., 42 State Street, CHICAGO

SAL HEPATICA

REVISED PRICES FOR CANADA

Small size, per doz.,	$2.85
Medium " "	6.80
Large " "	14.50

$20.00 lots less 5 p.c. trade discount
50.00 lots less 10 p.c. trade discount
Terms, 5 p.c. 30 days

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There's Money in Fly Paper!

The Essentials Necessary are

WHEN TO BUY AND WHEN TO SELL
WHAT TO BUY AND WHAT TO SELL

PLACE YOUR ORDERS NOW FOR YOUR SEASON'S SUPPLY OF

Lyman's Lightning Fly Paper Poison

AS IT IS THE ONLY KIND THAT PAYS
YOU **150** PER CENT. PROFIT

It has been Killing Flies for nearly Sixty Years

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THE LYMAN BROS. & CO., LIMITED, TORONTO

TOWER'S PATENT ROUND-END

ANTISEPTIC TOOTHPICKS

Aromatic *Highly Flavored*

Physicians and dentists recommend toothpicks as protection against dental decay. Our patent aromatic antiseptic picks are the best made. They preserve the teeth, sweeten the breath and increase the flow of saliva. Flavors are cinnamon, sassafras and peppermint. Full size box sent for 15c. postage and coupon below. We are the largest manufacturers of toothpicks in the country.

CUTTER TOWER CO., 184 Summer Street **Boston, Mas**

Correspondence invited with dealers, hotel m dentists and physicians.

We want dealers and agents everywhere. Agents are making from $3 to $10 a day.

CUTTER TOWER CO., 184 Summer St., Boston, Mass.
Enclosed find 15c. for which please send me one box of
300 Aromatic Antiseptic Toothpicks....................*flavor.*
My grocer's name is..
My druggist's name is..
Yours truly (Name) ....
(Address)

E. MORRIS & CO.

(Wholesale)

STATIONERY
SCHOOL SUPPLIES
POSTCARDS

* * *

LOCAL VIEW POSTCARDS

We have the exclusive handling of the Products of Three of the leading German Postcard Factories—Specialists in their own particular style of card.

CHROMOTYPE BLACK and WHITE
HAND-COLORED SEPIA BROWN
MARINE BLUE

PRICES FROM $4.50 m.

Write for samples, which will convince you that we are showing HIGH GRADE cards only.

VANCOUVER, B. C.

Trade Notes

Alberta.

G. B. Mills has opened a drug store at Bow Island, Alta.

E. M. Halliday has opened a drug business at Edmonton, Alta.

The Edmonton Drug Co., have disposed of their branch store in that city.

H. L. Higgs has opened a drug business at New Norway, Wetaskiwin, Alta.

McDuffe Bros. & Co., druggists at Raymond, Alta. have given up business.

McFarlane & White have purchased the drug business of Owen H. Bott, Calgary, Alta.

Sydney Jackson, formerly with the J. D. Higginbotham Co., Lethbridge, Alta., has opened a new store in that town.

Frank Hedley, formerly of Toronto, Ontario, has been taken into partnership in the J. D. Higginbotham Co., druggists, of Lethbridge, Alta., and will manage the business of the firm.

British Columbia.

A. H. Williams has retired from the firm of McDuffee Bros. & Co., druggists, Vancouver, B.C.

W. M. Harrison & Co. have purchased the drug business of C. Nelson, Grenville and Robson streets, Vancouver, B.C.

Messrs. Watson, McLeod, Black and Sheppard have taken over the Watson & Atkins three drug stores in Vancouver, B.C.

W. M. Harrison & Co. have purchased the drug business of Chas. Nelson, corner Granville and Robson streets, Vancouver, B.C.

J. Watson, J. McLeod, A. E. Black and R. A. Sheppard have formed a partnership and have purchased the drug business of Messrs. Atkins & Watson, Vancouver, B.C.

Manitoba.

Lawson & Walker, druggists, at Carberry, Man., have dissolved partnership.

J. S. Brown has taken over the drug business of W. R. Evans, Sutherland, Man.

Ontario.

McCallum & Co., druggists, of London, Ont., are giving up business.

Gillies & Co., druggists, of Elk Lake, Ont., suffered a loss by fire recently.

C. McCallum & Co., druggists at London, Ontario, are giving up business.

The drug store of G. Serviss, Iroquois, Ont., was destroyed by fire on Feb. 22nd.

The drug firm of C. H. Gunn & Co., Ltd., Chatham, Ontario, has been incorporated.

P. J. Lister has taken over the drug business of Martin A. Collett, Dundas Street, Toronto, Ont.

The Belleville Pharmacy, Ltd., of Belleville, Ont., has been incorporated with a capital of $10,000

It is reported that I. V. Fear, druggist, of Seaforth, Ontario, is advertising his business for sale.

J. Bateson has purchased the branch store of the Broadway Drug Co., Hallam and Gladstone Ave., Toronto.

H. C. Fairman has purchaser the drug business of S. B. Stephenson, Ulster and Bathurst streets, Toronto, Ont.

New Brunswick.

S. H. Hawker, druggist, of St. John, N.B., suffered a slight loss by fire recently. It was covered by insurance.

Saskatchewan.

A. E. Kydd has started a drug business at Macklin, Sask.

Calvert & Forsyth have taken over the drug business of A. King, Guernsey, Sask.

W. D. Mitchell has purchased the branch drug business at Saltcoats, Sask., of the Speers-Stevenson Drug Co., Ltd.

RETIRING FROM BUSINESS.

Three prominent pioneer druggists of Vancouver, B.C., have disposed of their businesses and retired from active connection with the drug trade.

Mr. Charles Nelson, who commenced business in Vancouver in 1886, has also disposed of his business and retired to a well-earned holiday. Mr. Nelson was a member of the first Council of the British Columbia Pharmaceutical Association and was secretary-treasurer from 1893 to 1895.

Messrs. H. H. Watson and J. M. Atkins have been associated as partners and were proprietors of three retail stores in Vancouver. Mr. Watson was a member of the first Board of Examiners of the British Columbia Pharmaceutical Association and has held office since its inception in 1891 up to the present time, when he relinquishes the position.

NEW BRUNSWICK PHARMACEUTICAL ASSOCIATION.

The results of the examinations of the New Brunswick Pharmaceutical Association, held Jan. 28th and 29th, are as follows:

Miss Edith L. M. Allan, St. John, N.B.; G. C. Morrell, S. John; W. H. O'Connor, Moncton; Miss U. H. Whalley, Hampton; D. Woodley, St. John. In the finals twenty candidates presented themselves, of which six were successful, as follows: G. K. Bell, H. Clark and W. Dunlop, of St. John, N.B.; J. B. Mahony, St. John West; W. T. W. White, Fredericton; and J. H. Troy, Newcastle.

The examining body were Dr. G. U. Hay, general subjects; E. R. W. Ingraham, materia medica; N. B. Smith, pharmacy; M. V. Paddock, chemistry, and A. D. Johnston, dispensing.

Trade Tips

"MILK DIPT" CHOCOLATES.

The attention of our readers is called to the advertisement of Bruce & Hunt Co., Ltd., in this issue.

Their Varsity "Milk Dipt" Chocolates are rapidly gaining an enviable reputation among the drug trade. They are put up in ½ lb., 1 lb. and 2 lb. packages, cream and nut centres, and are claimed to be the only chocolate bon bons on the market dipped in a genuine Swiss milk chocolate, which Bruce & Hunt Co. import especially for their own use. They will be glad to send samples on request.

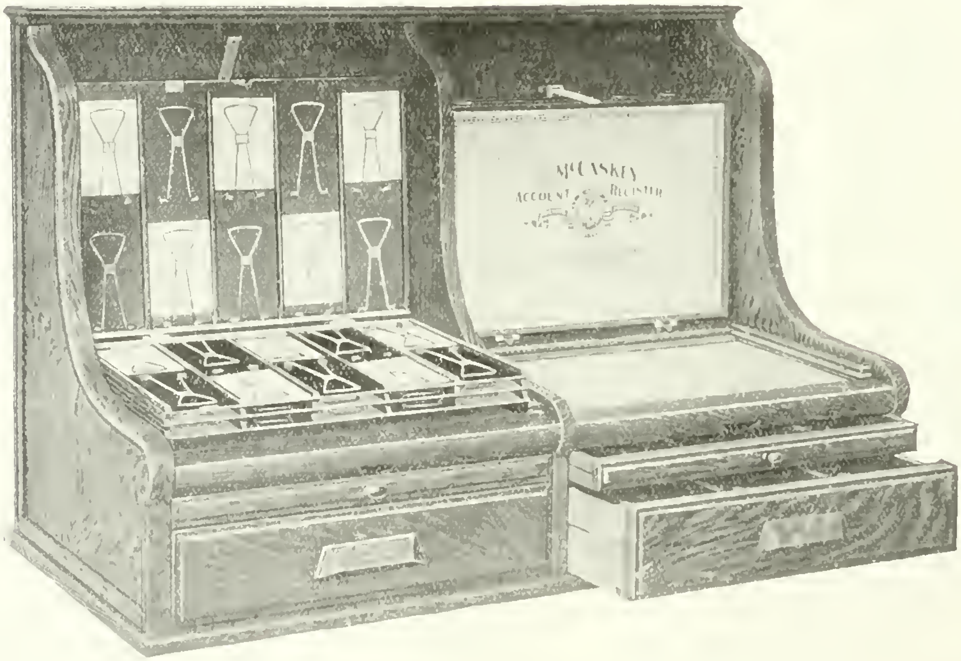
Nasmith's.

What's in a name? A good deal. Yes, if it's Nasmith's it is made of the purest and best, and is put up in a style which attracts the public eye. Nasmith's chocolates are popular everywhere and every druggist should have them in stock.

The Spraybrush.

Our readers will doubtless have noticed the excellent advertising which appears in leading magazines, etc. of the Knickerbocker Spray Brush, an article which cannot fail to be a "big seller," not only as a result of the advertising propaganda but also from the merits of the article.

We advise writing to the Progress Company, 917 Rand McNally Building, Chicago, Ill., for a descriptive catalogue of these and all information, which will be promptly furnished on mentioning the Canadian Druggist.



A MONEY-SAVING DEVICE.

Above is a cut of the McCaskey Register, the famous One Writing System for handling credit accounts, manufactured by the Dominion Register Company, Ltd., successors to the McCaskey Register Co., in Canada. This system is adapted to any retail merchant doing a credit business and is meeting with the hearty endorsements of merchants in Canada who have installed it. The Dominion Register Co. has offices at 96-104 Spadina Ave., Toronto, and are equipped with all the latest machinery for manufacturing their Registers, as well as a modern up-to-date printing plant for manufacturing Counter Check Books.

This company was formed on October 1st, 1909, and since then has increased its plant three times owing to the demand for its products, which goes to show Canadian merchants are up-to-date and quick to adopt practical money and labor-saving devices.

Musical Instruments.

Write to the Nordheimer Piano & Music Co., Limited, for their catalogue of a line of goods which will add a good profit to your business and form a very desirable side line.

Killing Flies for Sixty Years and Not Dead Yet.

No! there are still plenty of flies to be killed, and there is still the "old reliable" **Lyman's Lightning Fly Paper Poison** to kill them with. It does it sure. It does it quick. Gives the best of satisfaction to retailer and his customers. How is your stock?

Confidence.

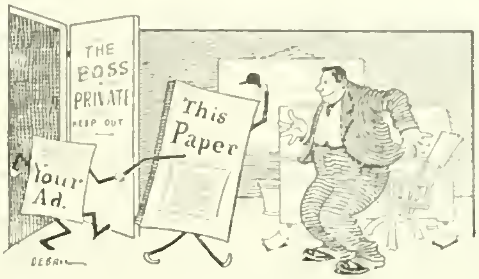
The keynote of successful business: Confidence in yourself and your ability, and confidence in the goods you are handling. Read the advt. of Charles E. Frosst & Co. and learn the reason of their success.

[*Talks to Advertisers No. 2*]

VALUE OF THE TRADE PAPER

*By R. R. SHUMAN.

Every worthy trade paper gives vastly more than it receives.


THE BOSS PRIVATE KEEP OUT
This Paper
Your Ad.

To the subscriber, for a few cents an issue, it gives a fund of facts, helps and information that he could otherwise learn only from costly experience.

It spreads before him, also, a constantly changing and intensely interesting exposition of the goods featured by our advertisers; and this to him is the most interesting feature of the paper.

To the manufacturer and wholesaler it offers not only the eyes, the attention and the ORDERS of thousands of eager retailers, but it guides and educates those retailers and influences them to buy the new and better goods.

Yes, it does more. After they have *bought* it shows them how to *sell;* how to create a larger demand for the kinds of goods you make.

As a distributing force the trade paper has no equal.

Now a word to you—the man who wants our dealers' trade and his dollars:

We will keep on publishing this paper whether you advertise or not.

We assemble the audience before you. If you don't talk to them, yours is the greater loss.

The time has long gone by when the trade paper is a beggar or a solicitor for favor on the ground of "loyalty" to the trade.

If *you* don't want the business that we offer you *we* don't want your money.

Our first duty is to our subscribers, and we will continue to build up their prosperity, whether you recognize their existence or not.

**Mr. Shuman is a past master in the preparation of forceful ads for trade papers. Address him in our care if you want his help.—Ed.*

The Buying Problem Solved

A visitor to our Warerooms, on viewing the immense display of the latest productions of Europe for the Holiday trade, remarked, "I can do all my buying for the Fall right here." Among the advantages mentioned, he would save confusion, lessen his freight bills, and be sure of not duplicating any goods.

50 Per Cent

of the 12,000 samples are suitable for your trade. Our Import business with the Druggists of Canada has increased to such an extent that this year we have given special care to the selecting of dainty novelties and sundries that will appeal to your customers.

Exclusive Lines

You will never have a better opportunity to make a selection, than from this immense range. Our season will open on March the 14th. Decide if you will buy when you see the samples, but be sure and see them.

* * *

WARWICK BROS. & RUTTER, Limited

Toronto

Wholesale Dealers in European Fancy Novelties for Import only

THE MARTIN, BOLE & WYNNE CO.
WHOLESALE DRUGGISTS
AND IMPORTERS OF FINE DRUGGISTS' SUNDRIES
Corner of Princess and Market Streets . WINNIPEG, MANITOBA

COMING WEST?

SHOULD you desire to come to the great North-West, either to engage in the drug business for yourself, or to take a position as a clerk, we may be able to assist you.

"At the present time we know of several splendid businesses for sale in Manitoba and Saskatchewan. $1200.00 would handle a good one. An exceptionally good opportunity for a man with about $2000.00 cash, the best opening we have heard of for some time.. Write us for fuller particulars.

DRUG REPORT.

Toronto, Feb. 21, 1910.—Business during January has been a little above the average and the prospect for a good spring business is very good.

The principal feature of the changes in prices for last month has been the advance in price of iodine, which, of course, would include pot iodide, soda iodide, and iodoform. These chemicals have been sold at a price at which there was no profit to the manufacturer, so it is not surprising that the prices have been advanced.

Cubebs are still very high.

Buchu leaves and gum asafoetida are still high and will likely advance further.

Glycerine has advanced during the month and although many think the present values are high, it is almost sure they will pay still more for glycerine before the year is out.

Paris green, the manufacturers have not as yet fixed any price.

Flax seed and flax seed meal are higher.

Norway Cod Liver Oil, on account of a poor catch, has started up in price. It looks as though it might be considerably higher later on.

A—Advanced. D—Declined.

A.	Antithyroidin	Bottles 10 C.C. ea.	$2.20
A.	Buchu Leaves	lb.	.85
A.	Flax Seed	lb.	.05½
A.	Flax Seed, ground	lb.	.06
A.	Iodine, commercial	oz.	.30
A.	Iodine Resublimed	oz.	.25
A.	Mercury	lb.	1.00
A.	Ointment Resin	lb.	.40
D.	Oil Spearmint	oz.	.25
D.	Oil Lavander, French	oz.	.35
D.	Potass. Oxalate, Neutral	lb.	.45
A.	Potass. Iodide	lb.	3.00
A.	Potass. Iodide C.P.	oz.	.30
A.	Quinine Ferro Cyanide	oz.	.90
D.	Quinine Bisulphate	oz.	.40
S.	Sassafras, Art.	lb.	.60
D.	Soda Iodide	lb.	.30
A.	Soda Tungstate	lb.	.75

BUSINESS-OPPORTUNITY NOTICES

For Sale Exchange, Help Wanted, etc., 50c. for 25 words or less, subsequent insertions 25c. Send cash with order.

BUSINESS FOR SALE

Drug and Stationery business in prosperous Manitoba town. Open one year. Year's net profits, $1500.00 Can be much increased. Owner has other interests and is retiring. Stock $3000.00, rent $25.00. Will sell on small cash payment and small monthly payments. Splendid opportunity for young man. Can be run in present owner's name until buyer qualifies in Manitoba. Address—

"MANITOBA DRUGS" care of Canadian Druggist,
Toronto, Ont.

DRUG STOCK FOR SALE

Drug Stock for sale, cheap on account of death of proprietor.

F. CHANDLER,
Springfield, Ontario.

SODA FOUNTAIN FOR SALE

Nearly new, complete modern outfit with over ten feet marble top counter. Cost, five hundred and seventy five dollars, and will sell for four hundred. One hundred and fifty cash, balance arranged. This is a bargain.

Druggist,
846 College St., Toronto, Ont.

TRAVELLER WANTED

Druggist—Firm of manufacturing chemists require for their travelling representative staff the services of a well trained pharmacist. Progressive position for a clean-record business-getting man. State age, experience, etc.

Box W., Canadian Druggist.

NOTICE

Do not buy a Drug Store in Canada or U. S. till you get my list of snaps. Free. Also positions anywhere desired in U. S. or Canada. Estab. 1904.

F. V. KNIEST, R. P.,
Omaha, Neb., U.S.A.

Prices Current and Index of New Remedies

Prices given below are actual values for small quantities ruling in the Canadian Market to-day. Quotations are subject to change without notice. Physicians must expect to pay an advance on prices reported, since these values are actually charged to the trade, and do not cover expenses of any kind.

Acetamide, oz.	$ 0 60
Acetone, C.P., lb.	85
“ Commercial, lb.	30
Acid Acetic, B.P., lb.	15
“ Acetic, 99½ per cent., lb.	50
“ Acetyl Salic., oz.	18
“ Arsenious (Arsenic), lb	15
“ “ (pure), oz.	10
“ “ (Red Lump), oz.	05
“ Benzoic from gum, oz.	15
“ Benzoic from Toluol, oz.	10
“ Boracic Crystals, lb.	12
“ Boracic, Pulv., lb.	12
“ Butyric, oz.	25
“ Cacodylic, 5 grain bot., each	20
“ Camphoric, oz.	55
“ Capronic, oz.	2 50
“ Carbolic, 1 lb. bots.	35
“ Carbolic, 5 lb. tins, lb	22
“ Carbolic, 10 lb. tins, lb.	20
“ Carbolic, crude, opt., gal	1 00
“ Carbolic, Crude, Com'l gal	75
“ Cetraric, 15 grain bot., each	80
“ Chloroacetic, oz.	50
“ Chromic, Pure Cryst, oz.	10
“ “ Highly Pure Cryst. oz	25
“ Crysophanic, oz.	55
“ Cinnamic, oz.	40
“ Citric, lb.	53
“ Citric, pulv., lb.	57
“ Cresylin, oz.	25
“ Dichloracetic, oz.	1 00
“ Fluoric, 1 lb. bots., each	1 00
“ Fluoric, ½ lb. bots, each	60
“ Fluoric, ¼ lb. bots., each	35
“ Fluoric, oz.	10
“ Fluoric, C.P., lb.	1 40
“ Formic, 1-20 oz.	10
“ Fumaric, oz.	3 00
“ Gallic, oz.	12
“ Glycerino phosphoric, oz.	60
“ Hydriodic, oz.	30
“ Hydrobromic, lb.	35
“ Hydro-Silico Fluoric	3 10
“ Hypophosphorus, oz.	50
“ Iodic, oz.	1 00
“ Lactic Concent'd, oz.	10
“ Mallic, oz.	1 50
“ Meconic, oz.	2 00
“ Molybdic, pure, oz.	20
“ “ extra pure	40
“ Monochlor, acetic, oz.	30
“ Muriatic, Com'l, lb.	6
“ Muriatic, C.P., lb.	20
“ Nitric, Com'l, lb.	21
“ Nitric, C.P., 1 lb.	25
“ Nitrous, lb.	30
“ Oleic, oz.	5
“ Osmic, 1 gramme tubes, each.	3 00
“ Oxalic, lb.	12
“ Oxalic, Pulv., lb.	15
“ Oxalic, C.P., lb.	50
“ Perchloric, oz.	50
“ Perosmic, ½ grn. tubes, each.	1 50
“ Phosphoric, Concent., 1500, lb.	45
“ Phosphoric, Dil., lb.	16
“ Phosphoric, Glacial, oz.	10
“ Phosphoric, Syrupy, 1750, lb.	50
“ Phosphorous, 1.12, oz.	25
“ Picric, lb.	80
“ Prussic, gs. bots., doz	1 25
“ Pyrogallic, Merck'h, oz.	25
“ Pyrogallic, Schering's, oz.	32
“ Pyroligneous, lb.	12

Acid Salicylic, lb.	55
“ Salicylic, natural, oz.	50
“ Soda Phosphate, oz.	15
“ Silicic, natural, oz.	20
“ Silicic, wet process dried, oz.	25
Acid, Soda Phosphate, oz.	20
“ Succinic, oz.	1 40
“ Sulphoanilic, oz.	45
“ Sulph. Aromat., lb.	65
“ Sulphocarbolic, oz.	10
“ Sulpho. sicinic, oz.	50
“ Sulpho. salicylic, oz.	50
“ Sulphl. Com'l, lb.	6
“ Sulph, C.P., lb.	20
“ Sulpho—Oleic, oz.	3 50
“ Sulphurous, lb.	15
“ Stearic, oz.	35
“ Tannic, lb.	85
“ Tartaric, Cryst., lb.	30
“ Tartaric, Pulv., lb.	32
“ Tartaric, C.P., Cryst., lb	85
“ Tartaric, C.P., Pulv., lb	90
“ Titanic, one-eighth oz. for	25
“ Trichlorlactic, oz.	2 00
“ Trichloracetic, oz.	35
“ Tungslic, oz.	50
“ Uric, oz.	60
“ Valerianic, oz.	25
Acoin, 1 gramme, each	50
Aconitine, Pure Amorph., grain	40
Adeps Lanae, Hydrous, lb.	30
Adurol, 25 gramme packets, each	75
Agathin, oz.	3 00
Airol, oz.	1 00
Albumen, from egg, oz.	15
Albumen, from blood, oz.	10
Alcohol, gal.	4 90
“ Absolute, pint	1 35
“ Allylic, oz.	75
“ Amyllic, C.P., lb.	1 45
“ Benzylic Iso., oz.	80
“ Butylic, Iso., lb.	1 25
“ Columbian, Spt., gal.	2 65
“ Ethylic Deodor, lb.	1 25
“ Methyllic C.P, lb.	1 25
“ Methylated, gal.,	1 10
“ Wood, gal.	90
Aldehyde, oz.	20
.Alkannin, oz.	60
Almonds, Bitter, lb.	60
Almond Meal, lb.	50
Aloin, oz.	20
Aloin, oz., pure	30
Alum, lb.	3
“ Ammoniated, lb.	25
“ Chrome, pure, lb.	25
“ Chrome, lb.	35
“ Potash, lb.	30
“ Pulv., lb.	4
Aluminium, coarse powder, oz.	25
“ Acetate, oz.	15
“ Acetotartrate, oz.	20
“ Bromide, oz.	40
“ Chloride, pure, oz.	20
“ Hydrate, pure, oz.	30
“ Metal, oz.	15
“ Nitrate, pure, oz.	15
“ Oxide, pure, oz.	50
“ Salicylate, oz.	50
“ Sulphate, pure, oz.	10
“ Tartrate, oz.	20
Alumnol, 25 grammes, each	40
Alypin, 16 gr. bottle, ea	25
Amalgam, cu Soda, 10 per ct., lb.	3 35
Ambergris, gr.	12
Amidol, oz.	70
Ammonal, oz.	1 50
Ammonia, acetate, oz.	15
“ Arseniate, oz.	30
“ Benzoate, oz.	15
“ Bichromate	12
“ Borate, oz.	20
“ Bicarbonate, oz.	25

Ammonia, Bromide, lb.	45
“ Bisulphite, oz.	25
“ Carbonate, lb.	14
“ “ C.P., Howard's, lb.	60
“ “ C.P., Merck's, lb.	50
“ Carbonate, Powd., lb.	20
“ Fluoride, oz.	25
“ Glycerophosphate, oz.	50
“ Hydrosulphide, lb.	30
“ Hydrosulphite, oz.	25
“ Hypophosphite, oz.	30
Ammonia, Iodide, oz.	$ 0 38
“ Liquor fort, lb.	12
“ Molybdate, oz.	25
“ Muriate, Lump, lb.	14
“ “ Gran., lb.	12
“ “ C.P., lb.	20
“ Nitrate, Com'l, lb.	40
“ Nitrate, C.P., oz.	10
“ Nitrite, oz.	20
“ Oxalate, oz.	10
“ Persulphate, oz.	15
“ Phosphate, pure, oz.	8
“ Phosphate, extra pure, oz.	10
“ Picrate, oz.	25
“ Salicylate, oz.	25
“ Sesquichlor Solution, oz.	20
“ “ Soluble, oz.	65
“ “ Sublimed	1 00
“ “ Succinate, oz.	40
“ “ Sulphate, Com'l, lb.	8
“ “ Pure, oz.	10
“ Succinate, oz.	1 80
“ Sulphate, oz.	10
“ Sulphide (solution), lb.	55
“ Sulphide, Pure Cryst., oz.	65
“ Sulphite, oz.	15
“ Sulphocarbolate, oz.	25
“ Sulphocyanide, oz.	10
“ Sulphurated, oz.	1 25
“ Tartrate, neutral, oz.	30
“ Thio-cyonate, pure, oz.	10
“ Valerianate, oz.	30
“ Vandate, oz.	1 50
Amyl, Acetate Oxide, oz.	10
“ Butyrate, oz.	25
“ Formate, oz.	25
“ Nitrate, oz.	25
“ Nitrite, oz.	25
“ Valerianic, oz.	20
Amylene, Hydrate, oz.	80
Anaesthesin, 25 grm. pkgs., each	1 50
Analgen, 25 grammes for	2 00
Anemonine, for 1 grain tube	40
Anethol, oz.	80
Aniline, pure, oz.	15
“ Chloride, oz.	20
“ Sulphate, oz.	20
Anisol, oz.	1 25
Anthracene, purified, oz.	30
Anthrarobin, oz.	70
Antifebrine, lb.	50
Antikamnia, oz.	1 40
“ Vest pocket box, doz	2 00
Antimony, metal, oz.	10
“ Pulv., pure, lb.	28
“ Pulv., com., lb.	15
“ Arsenate, oz.	40
“ Chloride, oz.	25
“ Liver (crocus), lb.	25
“ Oxysulph (Sulph. Precid.) lb.	55
“ Oxide White (Acid Antimonic oz.	20
“ Suphate, oz.	25
“ Sulphide, Black, lb.	50
“ “ (Golden), oz.	12
“ Tart. Pulv. (Tartar Emetic) lb	40
Antinosin, oz.	2 25
Antipyrine, Knorrs, oz	45
“ Silicate, 25 grammes for	50
“ Swiss, oz.	25
Antisposmine, 15 grm. bots. each	80
Antitoxine, Neuralgic, oz.	1 25
Antithyreodine, bots. 10 c.c. each	2 20

Apiol, Green, oz.	50
Apocodeine, Hydrochlor, 1 gr bots, each	25
Apolysine, oz.	90
Apomorphia, Muriate, ⅛ oz.	1 20
Arbutin, Crystals, oz.	1 50
Areca, Nuts, lb.	25
" Nuts, Pulv., lb.	35
Arecoline, Hydrobrom. 15 gr. bot. ea.	1 25
Argentamine, oz.	85
Argentum Crude (Collargolum) oz..	3 50
Argonine, oz.	90
Argyrol, oz.	2 10
Aristochin (Bayers)	3 25
Aristol (Bayers), oz.	2 10
Arrowroot, Bermuda, lb.	80
" Com., lb.	20
Arsenic, Metal, oz.	15
" Bromide, oz.	30
" Chloride, oz.	40
" Iodide, oz.	60
" Suphide, Red (Realgar), oz...	12
Asaprol, oz.	2 00
Aseptol, oz.	25
Ashes, Pearl, lb.	12
" Pot. lb.	12
Asparagin, ⅛ oz. each	20
Asphaltum, lb.	13
Aspirin, oz.	65
Atropia, Pure, oz.	7 50
" Sulphate, ⅛th, each	1 00
" Valerianate, ⅛, each	1 60
" Methylbromide, 15 gr. tube, ea.	1 60
Atoxyl, oz.	3 75
Balsam, Canada, lb.	70
" Copaiba, Eng., lb.	1 00
" Copaiba, Amer., lb.	85
" Peru, oz.	25
" Sulphur, lb.	30
" Tolu, oz.	5
Bark, Ash Prickly, lb.	40
" Angustura, lb.	75
" Bayberry, lb.	25
" Canella, lb.	25
" Cascara, lb.	20
" Cascarilla, lb.	30
" Cherry Black, lb.	15
" Coto, lb.	1 40
" Cotton Root, lb.	20
" Condurango, lb.	65
" Elm, lb.	25
" Hemlock, lb.	10
" Mezeroen, lb.	25
" Peruvian, Red, lb.	40
" Peruvian, Yellow, lb.	50
" Pomegranate, lb.	45
" Poplar, lb.	13
" Sassafras, lb.	20
" Soap, lb.	14
" Tamarac, lb.	15
" Wahoo, lb.	35
" Witch Hazel	15
" White Pine, lb.	12
Barium, Acetate, oz.	10
" Bromide, oz.	20
" Carbonate, Pure, lb.	40
" Carbonate, C.P., lb.	75
" Chlorate, oz.,	20
" Chloride, Com'l, lb	30
" Chloride, Pure, lb.	40
" Hydrate, oz.	18
" Hypophos, oz.	30
" Nitrate, oz.	10
" Oxide Hydrate, Com'l, oz.	15
" Oxide Hydrate, Pure Cryst. oz.	25
" Peroxide Anhydrous, Pure, oz	5
" Peroxide, Com'l, lb.	50
" Phosphate, oz.	25
" Sulph Precip., oz.	5
" Sulphide, Pure, oz.	6
Beans, Calabar, oz.	5
" Locust, ground, lb.	6
" Tonquin Angustura, lb	1 75
" " Para, lb.	6
" " Surinam, lb.	1 10
" Vanilla, Mexican, oz.	50
" " Bourbon, oz.	40
Berberine, Muriate, oz.	1 60
" Sulph, oz.	1 75
Benzanlide, oz	1 25

Benzole, lb	50
Benzoinal, lb.	1 25
Benzosol, oz	1 00
Benzyl, Chloride, com., oz	35
" Chloride, pure, oz	60
Benzylamide, oz.	6 00
Berries, Buckthorn, lb	60
" Coculus Indicus, lb.	15
" Cubebs, lb.	40
" French, lb.	20
" Juniper, lb.	10
" Laurel, lb.	15
" Prickly Ash, lb	1 50
" Poke, lb.	20
" Saw Palmetto, lb.	30
Bethol, oz.	65
Bismal, oz.	75
Bismuth, Acetate, oz.	40
" Ammon Cit., oz.	30
" Benzoate, oz.	40
" Betanapthol, oz.	60
" Bromide, oz.	55
" Carb, lb.	2 80
" Citrate, oz.	25
" Lactate, oz.	50
" Liquor, lb.	45
" Metal, oz.	20
" Nitrate, Crystals, oz.	25
" Oxalate, oz.	50
" Oxide, oz.	45
" Oxychloride, oz.	30
" Oxyiodide, oz.	50
" Oxynitrate, oz.	35
" Phosphate, oz.	60
" Salicylate, oz.	20
" Subgallate, oz.	20
" Subiodide, oz.	40
" Subnitrate, lb.	2 50
" Sulphate, oz.	80
" Tannate, oz.	20
" Tribromphenol (Xereform) ..	90
" Trichloride Crystal, oz.	90
" Valerianate, oz.	40
Bole, Armenia, lb.	7
Borax, C.P., Cryst. lb.	35
" C.P., Pulv., lb.	40
" Cryst., lb.	6
" Pulv., lb.	6
" Glass, lb.	30
Boric, Hydroxide, oz.	20
Boroglycerine, oz.	20
Bromaline, oz.	1 25
Bromine, oz.	10
" C.P., oz.	25
" Chloride, oz.	50
Bromipin, oz.	25
" Tablets, box of 25 each	65
Bromoform, oz.	25
Bromural, oz.	2 00
Broomtops, lb.	30
Brucine, oz.	1 20
" Hydrobromate, oz.	1 75
" Hydrochlorate, oz.	1 75
" Nitrate, oz.	1 75
" Sulphate, oz.	1 75
Buckthorn Juice, lb.	40
Cadmium, oz.	30
" Bromide, oz.	20
" Chloride, oz.	25
" Iodide, oz.	55
" Nitrate, oz.	35
" Oxide, oz.	50
" Phosphate, oz.	60
" Sulphate, oz.	20
" Sulphide, oz.	35
Caffeine, oz.	35
" Arseniate, ⅛ oz. each	20
" Benzoate, ⅛ oz. each	10
" Citrate, oz.	30
" Hydrobromate, oz.	50
" Hydrochlorate, oz.	40
" Nitrate, oz.	1 25
" Salicylate, oz.	40
" Sulphate, ⅛ oz.	75
" And Soda Benzoate, oz.	60
" And Soda Citrate	1 00
" And Soda Hydrobromate, oz..	1 00
" Valerianate, ⅛ oz., each	75
Calamine, prepared, lb.	6
Calcium Metal, oz.	50

Calcium Acetate, oz	20
" Arseniate, oz	25
" Benzoate oz	25
" Bromide	20
" Carbide lb	15
" Carbonate, Pure	50
" " Precip., lb	10
" " Prepared, lb	5
" Chlorate, oz	35
" Chloride, Com'l, lb	30
" Chloride, Pure, lb.	45
" Fluoride, lb.	1 90
" Glycerophosphate, oz.	20
" Hippurate, ⅛ oz each	20
" Hydrate, Pure Crystal, oz..	15
" Hypochlorite, oz.	10
" Hypophos, oz.	12
" Hyposulphite, oz.	20
" Iodate, oz.	80
" Iodide, oz.	50
" Lactate, oz.	10
" Lactophosphate, oz.	20
" Nitrate, oz.	20
" Oxalate, Pure, oz.	15
" Permanganate, oz.	1 00
" Phos. Precip., oz.	50
" Phosphate, C.P., oz.	20
" Phosphide, oz.	20
" Saccharate, oz.	25
" Salicylate, oz.	25
" Silicate, oz.	20
" Sulphate, Precip., oz.	10
" Sulphide, oz.	10
" Sulphite, oz.	20
" Sulphocarb., oz.	20
" Tungstate, ⅛ oz., ea	30
Camphor, in bells, lb.	65
" ¼ blocks, lb.	68
" oz. blocks, lb.	70
½ oz. blocks, lb.	75
" Powdered, lb.	80
" Monobromide, oz.	25
Candol, lb.	1 50
Cannabine Tannate, 15 gr. tubes.,ea	20
Cantharides, whole, Chinese, lb. ..	1 30
" Powder, Chinese, lb.	80
" Whole, Russian, lb.	1 65
" Powder, Russian, lb.	1 75
Cantharidin, 5 gr. tube, ea	75
Carbon, Bisulph, lb.	15
" Tetrachloride, oz.	05
Caroid, powd., oz.	1 75
Caseine, oz.	15
Castoreum, oz.	80
Celloidin, 40 grammes, ea	2 00
Cerium, nitrate, oz.	25
" Oxalate, oz.,	08
" Sulphate, oz.	50
Chalk, French lump, lb.	30
" French, Powd., lb.	5
Chiretta, lb.	40
Chloralamid, oz.	30
Chloral, Ammonia, oz.	1 50
" Caffeine, oz.	1 50
" Hydrate, lb.	1 05
" Hydrocyanate, lb.	1 60
Chloralose, oz.	2 75
Chloroform, D. & F. blue label, lb.	1 00
" D. & F., pure, lb.	2 00
" D. & F., Methyl, lb.	1 65
" German, lb.	65
" Lyman's, lb.	1 25
" Smith's, lb.	90
Chlorophyl, for spirits, oz	30
" for oils, oz.	30
" for water, oz.	30
Chromium, Acetate, oz.	25
" Carbonate, oz.	50
" Chloride, soluble, oz.	1 20
" Chloride Solution, oz.	1 20
" Metal, oz., fused	50
" Nitrate, oz.	30
" Oxide, oz.	10
" Powdered, oz.	30
" Sulphate, oz	20
Chinaphenin, oz.	1 55
Chrysarobin, oz.	45
Cichonine, Muriate, oz.	30
" Pure Crystal, oz.	60
" Sulphate, oz.	30

Cichonine, Salicylate, oz.	50
Cinchonidia, Sulph., oz.	50
Cinchonidine, pure Cryst., oz.	1 00
" Hydrochlor, oz.	55
" Iodide, oz.	80
" Tannate, oz.	80
Citarin, oz.	1 25
Citrophen, 25 gr. pkt., each	90
Cobalt, lb.	25
" Chloride, oz.	25
" Carbonate, oz.	40
Cobalt, Metallic Powder, oz.	60
" Nitrate, oz.	30
" Oxide, oz.	45
" Oxide, pure, oz.	75
" Sulphate, oz.	25
Cocaine, Alkaloid, ⅛ oz., each	60
" Carbolate, 15 gr. bot., ea	90
" Muriate, ⅛ oz.	45
" Nitrate, ⅛ oz., ea	60
" Oleate, 5 per cent., oz.	75
" Salicylate, 5 gr. tubes, ea	40
" Solution, 4 per cent., oz.	1 00
Cochineal, lb.	65
" Pulv., lb.	70
Cocoa Butter, lb.	55
Codeia, Cryst., oz.	4 90
" Citrate, ¼ oz. ea.	1 75
" Hydrochlor, ⅛ oz. ea	75
" Phosphate, ⅛ oz. ea.	60
" Sulphate, ⅛ oz. ea.	70
Colchicin, C.P., cryst. 15 gr. bot.ea	2 50
Colocynth, Apple, lb.	65
" Pulv. lb.	70
Collodion, lb.	65
" Canthar, oz.	20
" Flexible, oz.	5
" Styptic, oz.	10
Coloring, Brandy, lb.	15
" Cochineal, lb.	25
Confect, Aromat., lb.	60
" Opium, lb.	75
" Roses, lb.	70
" Senna, lb.	35
" Sulphur, lb.	40
Coniine, Alkaloid, oz.	8 00
" Hydrobromate, 15 gr. bot., ea.	50
Convallamarine, 15 gr. bot., ea	75
Convallarin, 15 grain bot., ea	75
Copper, Acetate, pure, oz.	12
" Arseniate, oz.	20
" Arsenite, oz.	25
" Aluminated, oz.	5
" Ammoniated, oz.	10
" Ammonia Sulph., lb.	75
" Ashes, lb.	35
" Bromide, oz.	40
" Carbonate, oz.	10
" Chloride Bi., oz.	12
" Citrate, oz.	60
" Cyanide, oz.	20
" Filings, oz.	12
" Foil, oz.	15
" Gauze, oz.	20
" Iodide, oz.	75
" Metal, oz.	25
" Nitrate, oz.	20
" Oxalate, oz.	20
" Oxide, black, oz.	15
" Oxide, red, oz.	25
" Oxyacetate, oz.	10
" Potass. Chloride, oz.	12
" Shot, lb.	1 25
" Silicate Fluoride, oz.	25
" Sulphide, oz.	20
" Sulphate, Com'l, lb.	9
" Sulphate, Pure, lb.	35
" Tartrate, oz.	15
" Trimmings, lb.	75
" Wire, pure, oz.	10
Coryfin, oz.	1 50
Cotoine, True, 5 gr. bots., ea	30
Cowhage, oz.	1 10
Cornatine, Citrate, 5 gr. bots., ea	5 00
Creosote, B.W., lb.	1 10
" C.P., White, lb.	80
" Carb., oz.	25
" Valerianate, oz.	40
Cresalol, Para, oz.	1 75
Crocus, Martis, lb.	20

Croton, Chloral, oz.	40
Cubebine, oz.	5 00
Cumarin, oz.	40
Cuttle Fish Bone, oz.	30
" Powd., lb.	40
Cystogen, powd., oz.	1 00
" Toblets, oz.	1 10
Curare, with active principle, 1 gr. bot., ea.	2 50
Daturnine, Pure, 5 gr. bot., ea	80
" Hydrochlor., 5 gr. bot., ea	80
" Sulphate, 5 gr. bot. ea	80
Decoct. Aloes Co., lb.	40
" Sarsa., lb.	40
Delphinine, 15 grain bot., ea	1 25
Diabetin, 100 grammes for	2 00
Diacetyl, Morphine, oz.	4 50
Diaphtherine, oz.	75
Diapente, lb.	25
Diastase, oz.	1 00
" Malt, oz.	90
Diastine, oz.	2 00
Digitalin, Amorph., grain	4
" German, pure, ⅛ oz. bot. for..	80
" Digitine, pure, 5 gr. tube, ea..	40
Digitoxin, Cryst., 1 gr. tubes, ea	1 25
" Tablets, 24's ea. 50; in 50's ea.	75
Dimethy lamido Azo- Benzo, pure, oz.	1 25
Dionin, 15 gr. tube, ea.	45
Diphenylamine C.P. White, oz.	25
Di Thymol Di Iodide, oz.	50
Diuretin, Knoll, oz.	1 00
" Merck's (Theobromine and Soda Salicyl), oz.	1 10
Dormiol, Solution, 100 grm. bot., ea	1 25
Duboisine, Sulph., 2 gr. ea	60
Dulcin, oz.	25
Edinol, powd., oz.	75
Eigon, Alpha., 20 gramme bot., ea..	1 00
" Alpha and Sodium "	1 00
" Beta "	1 00
Eikonogen, oz.	35
Elaterium, ⅛ oz. bot., ea	50
Elaterin, Cryst., 15 gr. bot., ea	1 20
Emetine, Alkaloid, 5 grn. bot. ea..	75
" Resinoid, ⅛ oz. ea	1 25
Empyroform, 23 grammes, ea	75
Epicarin, Veterinary, oz.	1 00
" Pure, oz.	1 10
Ergot, lb.	85
" Pulv., lb.	1 00
Ergotine, Bonjean, oz.	55
Erythrol Tetranitrate Tablets, bots. of 50, ea.	2 00
Erythrosin, oz.	60
Erythrophleine, Hydrochlor, grn	35
'Eserine, C.P., 5 grain tnbe, ea	55
" C.P., 2 grain tube, ea	50
" C.P., 3 grain tube, ea	45
" Citrate, tube, ea	75
" Hydromate, tube, ea.	75
" Hydrochlorate, tube, ea.	75
" Nitrate, tube, ea.	75
" Pilocarpine, 3 grn. tubes, ea..	65
" Salicylate, 5 grain tubes, ea..	85
" Sulphate, 5 grain tubes, ea	65
" Tartrate, 5 grain tubes, ea	75
Ether, Sulph, German, ib.	40
" Sulph., Squibbs, 100 grammes, tins, each	40
" Valerianic, oz.	30
Ethylene, Bromide, oz.	60
" Chloride, oz.	50
Ethylidine Chloride, oz.	1 20
Ethyl, Bromide, oz.	20
" Butyrate, oz.	20
" Formate, oz.	20
" Iodide, oz.	1 00
Eucaine, A, 5 gramme tube, ea	75
" B, 5 gramme tube, ea	75
Eucalyptol, oz.	15
Eudoxine, oz.	2 25
Eugenol, oz.	40
Eumenol, oz.	40
Eumydrin, 1 grain tubes, ea	10
Euonymin, oz.	90
Euphorin, oz.	1 00
Euquinine, 10 gram. pkt., ea	1 00
Euresol, 25 gram. pkt., ea	1 00
Eurobin, 25 gram. pkt., ea	1 00

Europhen, oz.	2 15
Exalgine, oz.	1 25
Exidin Tablets, ½ gramme each. (boxes of 10 tablets), box	50
Ferratin, oz.	1 25
Ferropyrine, 25 gram. pkt., ea	1 35
Fibrolysin, tube, each	20
Flowers, Arnica, lb.	20
" Chamomile, German, lb.	45
" " Roman, lb.	30
" Calendula, lb.	80
" Elder, lb.	30
" Lavender, lb.	25
" Rose, oz.	10
Formaldehyde, lb.	22
Formaline, Scherings, lb.	65
" Pastilles, box of 20, ea	30
" Lamps, Scherings, ea.	1 75
" Dusting powder in ½, lb.	80
Formin, Merck's, oz.	15
Formol, lb.	55
Fluor Spar, powd., lb.	12
Fluorescein, oz.	1 00
Fuller's Earth, lb.	8
" Powd.	6
Gaduol, oz.	40
Galena, oz.	5
Gallanol, oz.	1 25
Gallicin, oz.	1 25
Gallogromol, oz.	1 25
Galls, lb.	25
Garlic, lb.	25
Gelanthum, ½ kilos, ea.	85
Gelatine, for Hypodermic use, 100 grammes, ea.	1 00
" Cooper's, lb.	75
" Cox's, per doz.	1 35
" French, Bronze label, lb.	35
" French, Gold, label, lb.	55
" French, Red label, lb.	75
" French, Silver label, lb.	40
Gentian Violet, oz.	45
Gelsemine, oz.	2 50
Gelseminine, C.P., 5 grain bot., ea.	80
" Hydrobromate, 5 grn. bot. ea.	..80
" Hydrochlorate, 5 grn. bot., ea	80
" Sulphate, 5 grain bot., ea	80
Gingerine, oz.,	75
Glass Wool, oz.	50
Glucose, lb.	6
" Pure, oz.	20
Glutol, oz.	1 00
Glycerine, lb.	35
" Merck's, lb.	60
" Price's, lb.	60
Glycin, oz.	75
Glycocoll, oz.	4 00
Glycoline, lb.	32
Glycosal, oz.	1 25
Glycozone, ¼ bottles, each	1 00
Glycyrrhizin, Ammon., oz.	30
Gold Bromide Mono, 5 gr. bot., ea..	75
" Bromide Tri, 5 grain bot., ea..	65
" Chloride and Sodium, 15 grain bots., doz.	3 75
" Chloride and Sodium, solu.,oz	3 15
" Chloride, dry, 15 gr. bots., dz.	8 00
" Cyanide Mono, 5 gr. bot., ea..	1 00
" Cyanide Tri, 5 gr. bots., ea	1 00
" Oxide, 5 grn. bots., ea	75
Grains Paradise, lb.	30
Graliquine, oz.	1 70
Guaiacol, oz.	20
" Benzoate, oz.	1 25
" Carbonate, oz.	40
" Salicylate, oz.	1 60
" Valerianate, oz.	80
Guaiacum Raspid, lb.	15
Guaialine, oz.	1 65
Guaiaquin, 25 grammes, each	3 00
Guarana, Pulv., oz.	35
Guethol, oz.	1 40
Gum Aloes, Barb., lb.	20
" Aloes, Barb., Pulv., lb.	30
" " Cape, lb.	20
" " Pulv., lb.	30
" " Socot., lb.	40
" " Socot, Pulv., lb.	50
" Ammoniac, lb.	60
" Arabic Select, lb.	45

Gum Arabic, 2nd, Sel., lb	35
" " Sorts, lb.	22
" " Pulv., Opt., lb.	50
" " Pulv., Sorts, lb.	25
" Assafoetida, lb	80
" Assafoetida, Pulv., lb	90
" Benzoin, lb.	50
" " Opt., lb	1 00
" Catechu Com'l (Japonica), lb.	12
" " Cubes, lb.	25
" " Pulv., lb.	30
" Copal, lb.	90
" Damar, lb.	40
" Elemi, lb.	65
" Euphorbium, lb.	40
" " Pulv., lb.	50
" Galbanum, lb.	1 05
" Gamboge, lb.	1 30
" " Pulv., lb.	1 40
" Guaiacum, Ordinary, lb.	45
" " Pulv., lb.	50
" " Opt., lb.	1 00
" Kino, lb.	70
" Kino, Pulv., lb.	80
" Mastic, lb.,	80
" Myrrh, lb.	50
" Myrrh, Pulv., lb.	60
" Olibanum, lb.	
" Sagapenum, lb.	1 00
" Sandrac, lb.	40
" Sang Draconis, lb.	90
" Sang, Pulv., lb.	1 10
" Scammony, oz.	40
" " Pulv., oz.	45
" Seedlac, oz.	5
" Shellac, Orange, lb.	30
" " Bleached, lb.	30
" " Powd., lb.	40
" Storax, lb.	45
" Spruce, lb.	1 20
" Substitute Yellow Dextrine, lb	10
" " White, lb.	12
" Tamarac, lb.	28
" Thus. (Turpentine), lb.	8
" Tragacanth, extra select, lb...	1 10
" " Pulv., lb.	1 15
" " 2nd Select, lb.	95
" " 2nd Select, Pulv., lb. ..	1 00
" " Sorts, lb.	30
Gun Cotton, oz.	30
Haematoxylin, oz.	2 00
Haemogallol, oz.	65
Haemoglobin, oz.	1 00
Haemol, oz.	80
" Arseno, oz.	80
" Bromo, oz.	80
" Cupro, oz.	80
" Iodized, oz.	1 10
" Zinc, oz.	80
Hartshorn Shavings, lb.	40
Hedonal, oz.	1 50
Helenin, 15 grain bot., ea	50
Heliotropin, oz.	60
Helmitol, oz.	1 00
Hematein, 15 grs., ea	50
Hematin, 15 grs., ea	2 00
Heroin, 16 grain tubes, each	35
" Hydrochlor, 16 gr. tubes, ea..	35
Holocaine, 1 gramme bots., ea	30
" Hydrochlor, 1 gramme bots.,ea	36
Homatropine Pure, 5 gr. tube, ea..	1 65
" Hydrobromate, 1 gr. tube, ea.	35
" Salicylate, 1 gr. tube, ea	50
" Sulphate, 1 gr. tube, ea	50
Honey, lb.	16
Hops in packages, lb.	28
Hydrastia, Wht. Alkaloid, 15 gr.tu.,ea	75
Hydrastin, Hydroch. 15 gr. bots.,ea	70
" Sulphate, 15 gr. bots. ea	85
Hydrastinine, 15 gr. bots., ea	2 00
" Hydrochlor, ea, 15 gr. tubes..	2 25
Hydric, Acetate, oz.	25
Hydroquinone, oz.	5
Hydroxlamine Hydrochl. ⅛ oz. ea.	1 25
Hyoscine Hydrobrom. 1 gr. tu., ea.	35
" Hydrochlor, 1 gr. tubes, ea...	35
" Hydriodate, 1 grain tubes, ea.	35
" Pure Amorphous, 1 gr. tu., ea.	35
" Sulphate, 1 gr. tubes, each...	35
" Pure, 1 gr. tubes, each	35

Hyoscyamine Pure, Cryst, 1 grain tube, each	45
" True, from Hyoscyamine, Pure	
Hyoscyamine, Cryst, 5 gr. tu., ea. $	1 25
" Hydrobromate, 5 gr. tu., ea	35
" Hydroiodate, 5 gr. tu., ea	35
" Hydrochlor, 5 gr. tu., ea	35
" Sulph. Amorphous, grain	35
Hypnone, oz.	1 25
Iatrol, oz.	1 50
Ichthalbin, oz.	70
Ichthargan, 10 gram pckts, each	1 25
Ichthyform, oz.	1 40
Ichthyol, oz.	50
" Sodium, oz.	50
Ingluvin, oz.	1 25
Insect Powder, lb.	45
Incense, lb.	45
Iodine Bromide, oz.	75
" Chloride Tri., oz.	75
" Commercial, oz.,	30
" Resublimed, oz.	35
Iodochloride, oz.	80
Iodoform, Cryst. or powder, oz.	30
" Bitumenized, oz.	75
" Deodorized, oz.	60
Iodomuth, oz.,	1 10
Iodoformogen, 25 grammes, each...	60
Iodol, oz.	1 20
Iodopin, 100 gramme pckt., ea	1 10
Iodophenin, oz.	2 00
Iodothyrine, oz.	5 00
Iodopyrine, 10 gramme bottles, ea.	50
Ionone, grain	5
Iridin, ⅛ oz. each	90
Iron Acetate, oz.	20
" Albuminate Scale, oz.	20
" " Powd., oz.	30
" " Saccharated, oz.	25
" " Solution, lb.	50
" " Alum, oz.	5
" Ammonia Sulph., oz.	10
" Ammoniated, lb.	15
" Ammon Mur., lb.	50
" Arsenate, oz.	15
" Arseniate, oz.	15
" Arsenite, oz.	20
" Benzoate, oz.	25
" Bromide, oz.	20
" Hydrogen, oz.	10
" Cacodylate, oz.	55
" Carb., Precip., lb.	15
" " Sacch., lb.	30
" Chloride, (Ferric), oz.	10
" " (Ferrous), oz.	12
" Chromate (Ferric), oz.	30
" Citrate, oz.	10
" " Amonia, lb.	90
" Citrate and Quinine, 4 p.c., oz	17
" " " 10 per cent., oz.	19
" " " B.P., oz.	22
" " " and Strych, oz.	25
" " " and Strychnine, oz.	27
" Dialysed, lb.	40
" Ferrocyanide, Pure, oz.	6
" " Soluble, oz.	12
" Filings, Iron, lb.	20
" Glycerinophosphate, oz.	35
" Hypophos, oz.	20
" Iodide, oz.	40
" " Saccharated, oz.	3
" Lactate, oz.	10
" Lacmoid, oz.	1 00
" Lactophosphate, oz.	20
" Malleate, oz.	1 50
" and Manganese Citrate, oz.	20
" " Ferrous, oz.	20
" " Peptonized, oz.	20
" " " Solution, lb.	65
" Nitrate Crystals, oz.	25
" Oxalate, oz.	15
" " Ferric Scales, oz.	25
" " and Ammonia	15
" " " Potassium, oz.	25
" " Ferrous, oz.	20
" " Oxide Commercial, lb...	25
" " Black, oz.	20
" " Brown, Pure, lb.	65
" " Red, Saccharated, lb.	50

Iron Oxide, Brown B.P., oz.	20
" " Red, oz.	10
" Peptonized, oz.	25
" Perchloride, oz.	5
" Persulphate, oz.	10
" Phosphate Scale, oz.	10
" " lb.	75
" Pyrites, lb.	25
" Pyrophos, oz.	10
" Pyrophos and Ammon Cit., lb	80
" " Soluble Scale, oz.	10
" Rubigo, lb.	20
" Salicylate, oz	20
" Sesquichloride, oz.	12
" Silicate, oz	20
" Subsulphate, oz.	10
" Succinate, oz	40
" Sulph., Exsic, lb.	12
" " Pure, lb.	10
" " Extra Pure, lb.	25
" Sulphocarb., oz.	20
" Sulphocyanide, oz	30
" Sulphuret, lb.	16
" Tannate, oz.	25
" Tart and Potash, oz.	10
" Valerianate, oz.	20
" Wire, fine, lb.	50
" Sulphide Lumps, lb.	20
" " Sticks, lb.	25
Isinglass, American Fish, oz.	10
" Brazil, oz.	15
" Russian, oz.	40
Itrol, oz.	1 75
Jalapin, oz.	75
Jalap Resin, oz.	4 00
Iothion, oz.	1 50
Juice Pawpaw, oz.	1 25
Kamala, oz.	25
Kaolin, lb.	10
Kefir, fungi, oz.	1 00
Keratin, Peptonized, oz.	3 75
Kesselguhr, Natural, lb	50
Kola Nuts, lb.	40
Kousso, oz.	20
Koussein, oz.	6 00
Kresol Cyst C.P., oz.	50
" Para, oz.	1 00
" from Tar Oil	20
Kressamine, oz.	1 00
Kryofine, oz.	1 10
Lactophenin, oz.	1 00
Lactucarium, oz.	75
Laevulose, Diabetic, 100 gm. tin, ea	75
" Syrupy, Microscopy, oz.	75
Lanoline, lb.	95
Lanthum Nitricum, oz.	50
Lard, Benzoated, lb.	30
Largin (25 gram. tubes), each	2 25
Lead, Acetate, C.P., Cryst., lb.	30
" "lb.	12
" " Powdered, lb.	15
" Arsenate, Com'l, lb.	18
" Benzoate, oz.	25
" Carbonate, Neutral, lb.	50
" Chloride, Pure, oz	15
" Chromate, Fused, oz.	20
" Dioxide, oz.	10
" Foil, Assay, lb.	30
" Iodide, oz.	30
" Monoxide, lb.	50
" Nitrate, Pure, oz.	10
" " Com., lb.	12
" Oleate, oz.	25
" Oxide, Black, oz.	10
" " C.P., lb.	75
" " Red, pure, lb.	50
" Oxalate, oz.	20
" Peroxide, oz.	30
" Powder, extra fine, lb.	1 90
" Protoxide, oz.	15
" Sesquioxide, oz.	50
" Silicate, oz.	10
" Sulphate, C.P. oz.	16
" Sulphide, oz.	15
" Tannate, oz.	25
" Tartrate, oz.	15
" Test, lb.	25
" Tetroxide, oz.	20

Leaves, Aconite, lb.	15
" Bay, lb.	15
" Belladonna, lb.	35
" " Powdered, lb.	40
" Buchu, lb.	85
" Chestnut, lb.	20
" Coca, lb.	40
" Damiana, lb.	50
" Digitalis, lb.	50
" " Pulverized, lb.	60
" Eucalyptus, lb.	20
" Henbane, lb.	25
" Henbane, Pulverized, lb.	30
" Henne, lb.	80
" Jaborandi, lb.	30
" Matico, lb.	60
" Savin, lb.	15
" Senna, ordinary, lb.	16
" " Opt., lb.	20
" " Pulverized, lb.	25
" Stramonium, lb.	20
" " Pulverized, lb.	25
" Uva Ursi, lb.	20
Leavulose, 100 grammes for	75
Lecithin (60 grn. tube), each	75
" Tablets (100 in bot.), bot.	1 75
Leeches, doz.	1 00
Lenigallol, (25 gram. pckt.) each	1 65
Lenirobin (25 gram. pckt.), each	1 00
Lemon Peel, lb.	20
Leptandrin, oz.	50
Lime, Carbolate, lb.	10
" Chloride, bulk, lb.	4
" " Chloride, 1 lb.	6
" " Chloride, ½ lb.	8
" " ¼ lb.	10
" Free from Sulphur, oz.	5
Liniment, Aconite, lb.	90
" Belladonna, lb.	90
" Camph. Co., pt.	75
" Cantharides, oz.	12
" Chloroform, lz.	5
" Croton, oz.	10
" Iodine, oz.	12
" Opii, pint.	1 00
" Pot Iodide, oz.	10
" Saponis Co., pt.	50
" Sinapis Co., pt.	2 50
" Terebinth, pt.	60
" Terebinth, Acet., pt.	55
Liquor, Ammon. Acet., lb.	30
" " Citras. Fort., lb.	50
" Antim. Perchlor, lb.	17
" Arsenici Hydrochlor., lb.	20
" Arsenicalis, lb.	12
" Atropia Sulph., oz.	20
" Bismuth, lb.	45
" Camphor Co. for B.P. Tinc.,lb	1 30
" Carbo Detergens, lb.	50
" Donovani, lb.	25
" Ferri, Acetas Fort., lb.	65
" " Iodide, lb.	2 40
" " Perchlor, Fort., lb.	12
" " Pernit., lb.	20
" " Persulph, lb.	20
" " Phos., lb.	80
" Hydrarg Perchlor, lb.	30
" " Nit. Acid, lb.	1 00
" Plumbi, Acetas, lb.	12
" Potassae, lb.	15
" Pot Citras., lb.	40
" Santal Flav. Co., lb.	1 50
" Soda, Chlor., lb.	15
" Soda Ethylate, oz.	25
" Strychnine, lb.	40
" Zinci Chlor., lb.	60
" Acetate, oz.	55
" Benzoate, oz.	25
" Bromide, oz.	30
Liquorice, Paste, lb.	25
" Powd. Extract, lb.	40
" Solazzi, lb.	50
" Y & S. sticks, 6 to pound, lb.	30
" " Acme Pellets, 5 lb. tins.	2 00
Lithia, Benzoate, oz.	20
" Bitartrate, oz.	35
" Bromide, oz.	30
" Carbonate, oz.	20
" Chlorate, oz.	40
" Chloride, oz.	30
Lithia, Citrate, oz.	20
" Glycerinophos, oz.	90
" Iodide, oz.	50
Lithia Metal (15 gr. bots.) each	$ 1 05
" Nitrate, oz.	50
" Salicylate, oz.	25
Lithia, Tartrate, oz.	75
Litmus, Granular, lb.	60
" Cubes, lb.	40
Loretin (25 grammes) each	60
Losophen, (25 grammes) each	2 00
Lupulin, oz.	10
Lycopodium, lb.	90
Lycetol, oz.	3 25
Lysidine(25 grammes), each	2 00
Lysol, 1 kilo, each	1 20
" ½ " each	65
" ¼ " each	35
" 100 grammes, each	20
Magnesium, Acetate, oz.	20
" Ammonia, Phosphate, oz.	20
" Borocitrate, oz.	10
" Bromide, oz.	25
" Carb. (ounces) lb	20
" " (ponderous) lb.	30
" " (powdered) lb.	20
" " (Calcined), lb.	50
" " (ponderous), lb.	1 00
" Chloride, oz.	5
" Citrate, lb.	30
" Glycerophosphate, oz.	50
" Hypoyhosphite, oz.	30
" Iodide, oz.	75
" Nitrate, oz.	20
" Oxide, oz.	12
" Phosphate, oz.	10
" Powdered, oz.	30
" Ribbon, oz.	60
" Salicylate, oz.	30
" Silicate, oz.	25
" Sulphate, C.P., dried, lb.	35
" " Commercial, lb.	3
" Sulphite, oz.	25
" Sulphocarb., oz.	25
" Wire, oz.	60
Malakin, oz.	1 50
Mallein (5 gramme tubes) each	1 00
Maltose, oz.	1 00
Manganese, Borate, oz.	20
" Bromide, oz.	50
" Carbonate, oz.	25
" Chloride, oz.	10
" Citrate, oz.	40
" Glycerophos., oz.	35
" Hypophos., oz.	25
" Iodide, oz.	75
" Metal, oz.	40
" Oxide, pure heavy, oz.	15
" " Commercial, lb.	7
" " Black, pure, lb.	50
" Black, granular, lb.	10
" Peptonized, oz.	30
" Peroxide, oz.	15
" Phosphate, oz.	20
" Phosphite, oz.	15
" Sulphate, oz.	12
" Sulphite, oz.,	40
Manganous, Chromate, oz.	45
" Sulphat, oz.	35
Manna, oz.	6
Mannit, oz.	35
Medulladen, 25 grammes, ea.	4 00
Menthol, oz.	30
Menthoxal, oz.	20
Mercaptol, oz.	25
Mercuro-iodo-hemol, oz.	1 25
Mercur-Thymol, Acetate, oz.	75
Mercuric, Nitrate, pure, oz.	20
" Sulphide, Red, oz.	25
Mercurious, Nitrate, oz.	25
" Sulphate, oz.	20
Mercurous, Oxide Black, oz.	35
Mercury, lb.	1 00
" Acetate, oz.	35
" Bichlor. (Corros. Sublimate)lb	1 00
" " Pulv., lb.	1 00
" Biniodide, oz.	25
" Bisulphate, oz.	10
" Bromide, oz.	60
" With Chalk, oz.	5
Mercury	
Chloride and Soda (Calomel)lb	1 10
" Chl. Am. (White Precip.) oz.	10
" Cyanide, oz.	35
" Formate, oz.	25
" Gallate, oz.	40
" Iodo Chloride, oz.	35
" Iodo Viride, oz.	30
" Nitrate Cryst., oz.	15
" Nitric Oxide (Red Precip.) lb.	1 10
" Oleate, 10 p.c., oz.	5
" " 20 p.c., oz.	10
" White Morphia, oz.	20
" B.P., 1898, oz.	10
" Oxide, Flav., oz.	10
" Oxychloride, oz.	10
" Oxycyanide, oz.	40
" Oxycyanuret, oz.	55
" Salicylate, oz.	35
" Sulph. Flav. (Turpeth Min'l)oz	10
" " with Sulph. (Ethiops Min'l) oz.	25
" Sulphate, bi., oz.	10
" Sulphocyanide, oz.	25
" Tannate, oz.	25
Mesotan, oz.	60
Methacetin, oz.	1 55
Methylal, oz.	1 30
Methylene, Bichloride, oz.	65
" Iodide, oz.	2 05
Metol, oz.	70
Microcosmic Salts, oz.	15
Migraenin, 25 grammes, ea.	1 50
Milk Sugar, lb.	20
Mistura, Ferri Co., lb.	35
" Glycyrrhiza Co. (U.S.P.) lb.	50
Molybdenum, metal, pure, oz.	1 70
" Oxide, pure, oz.	1 55
" Sulphide, oz.	1 50
Morphia, Alkaloid, oz.	4 10
" Acetate, oz.	3 40
" Bromide, oz.	4 15
" Hydrobromate, oz.	4 60
" Meconate, oz.	4 60
" Muriate, oz.	3 40
" Phialate, oz.	7 90
" Sulphate, oz.	3 50
" Tartrate, oz.	4 15
" Valerianate, oz.	5 30
Mollin, ½ kilo tins, each	1 00
Monochlorophenol, oz.	60
Moss, Iceland, lb.	20
" Irish, lb.	16
" " bleached, lb.	20
Mulberry Juice, oz.	10
Musk, Canton, oz.	1 50
" Pure grain, grain	10
Mydrine, 1 grain bots., grain	60
Myrtol, oz.	1 50
Naptha, Mineral, pt.	30
" Wood, pt.	85
Napthaline, E.P., Cryst., oz.	12
" E.P., Pulv., oz.	15
" Balls, lb.	6
" Flake, lb.	7
Napthol, Alpha, Recryst, Medic'l.oz	25
" Beta, Recryst., Medicinal, oz.	10
" Beta, Benzoate, oz.	25
Narceine, Pure Cryst. ⅛ oz., ea.	1 50
" Hydrochlor, ⅛ oz., ea.	2 50
Narcotine, ⅛ oz. each	40
Neurodin, 25 grammes, each	2 00
Nickel, metal, oz.	15
" Bromide, oz.	30
" Carbonate, oz.	20
" Chloride, oz.	20
" Iodide, oz.	85
" Nitrate, oz.	15
" Oxide, oz.	15
" Phosphate, oz.	20
" Salt, lb.	25
" Sheet, oz.	10
" Sulphate, oz.	10
Nitro Benzene, oz.	20
Nosophen, oz.	1 75
Novaspirin, oz.	60
Nux Vomica, Powd., lb.	14
Nylanders, Reagent, lb.	1 00
Oil, Amber, crude, lb.	40
" " rectified, lb.	50

Oil, Amygdal Amara, pure, oz	60
" " Artificial, oz	10
" " Persic, oz	15
" " Dulc, lb	75
" Angelica, oz	1 00
" Aniline, oz	10
" Anise, oz	20
" Apple, oz	55
" Banana, oz	10
" Bays Green, oz	5
" Bay Rum, oz	30
" Bergamot, oz	50
" Cade, oz	5
" Cajeput, oz	12
" Camphor, lb	30
" Capsicum, oz	60
" Caraway, oz	25
" Cassia, oz	20
" Castor, English 1st, lb	13
" " 2nds, lb	12
" " Pharmaceutical, lb	17
" " Italian, lb	25
" " French, lb	17½
" Cedar, Pure, lb	85
" Cedar, No. 2, lb	55
" " Wood, lb	50
" Cedral, oz	60
" Cedri Ligni for Microscopy, oz	50
" Celery, oz	1 00
" Chaulmoogra, oz	12
" Chamomile, oz	1 50
" Cinnamon, True, oz	1 00
" Citronella, Coml., lb	60
" " Opt., lb	75
" Cloves, oz	12
" Cocoanut, lb	20
" Cod Liver, N.F., gal	1 50
" " Norway, gal	1 75
" Cognac, green, oz	1 75
" " White, oz	5 50
" Cologne, oz	80
" Copaiba, oz	10
" Coriander, oz	1 10
" Cotton Seed, gall	80
" Croton, oz	12
" Cubebs, oz	35
" " Oleo Resin, oz	30
" Cumin, oz	50
" Dill, oz	30
" Erigeron, oz	20
" Eucalyptus, oz	10
" Fennel, oz	20
" Fusel, pt	80
" Geranii Rose, Opt., oz	2 00
" " " True, oz	1 50
" " " Turkish, oz	50
" Gin, oz	1 00
" Golden Rod, oz	50
" Goose, lb	60
" Hemlock, Pure, lb	1 20
" " No. 2, lb	65
" Jasmine, oz	80
" Juniper Berries, oz	12
" " Wood, lb	60
" Lavender, English, lb	70
" " Exotic, oz	12
" " French, oz	35
" " Garden, oz	5
" Lemon, Opt., lb	1 50
" " Grass, oz	35
" Linseed, Boiled, gall	68
" " Raw, gall	64
" Mace, Essential, oz	20
" Mace, Expressed, oz	12
" ullein, oz	50
" Malefern, oz	25
" Magnet, oz	75
" Mustard, Artificial, oz	35
" " Essential, oz	50
" Myrbane, lb	20
" Neatsfoot, gall	1 30
" Neroli, oz	4 25
" Nutmegs, oz	15
" Olive, Green, gall	1 75
" " Yellow, gall	1 50
" Orange, oz	20
" " Bitter, oz	30
" " Sweet, oz	20
" Origanum, White, oz	20
" " Red, Pre, lb	75

Oil, Origanum, No. 2, lb	50
" Palm, lb	20
" Palma, Rose, oz	40
" Patchouli, oz	1 00
" Pennyroyal, oz	25
" Pepper, black, oz	90
" " Oleo Resin, oz	2 50
" Peppermint, American, oz	25
" " English, oz	1 10
" " Todds, oz	40
" Petit., gran., oz	75
" Petrolatum, gall	1 50
" Phosphorated, oz	10
" Pimento, oz	30
" Pine needles, oz	20
" Pinus, pumilion, oz	35
" Pinus, Sylvestris, oz	15
" Poppy, oz	10
" Rangoon, Pure, lb	25
" Rhodii, oz	6
" Rose, No. 2, ⅛th, ea	90
" Rose, Virgin, ⅛th, ea	1 50
" Rosemary, Opt., oz	10
" " Coml., lb	65
" Rue, oz	20
" Rum, oz	20
" Salad, Pure, gall	3 00
" " Patent, gall	90
" Santal, Opt., oz	35
" " W.I., oz	20
" " Pear's, oz	40
" " Allen's, oz	35
" Sassafras, lb	1 00
" " Artificial, lb	60
" Savin, oz	12
" Sesame, gall	1 75
" Skunk, lb	60
" Spearmint, oz	25
" Sperm, gall	1 50
" Spike, Coml., lb	35
" " Fleur, oz	1 50
" Spruce, lb	1 25
" St. Johnswort, lb	50
" Tansy, oz	50
" Tar, lb	10
" " Birch, lb	10
" Wine, oz	20
" Wintergreen, oz	20
" " Artificial, oz	5
" Wormseed, oz	25
" Wormwood, oz	60
" Ylang Ylang, oz	6 50
Oakum, lb	12
Oil Cake, ground, lb	3
Ointments, Belladonna, lb	60
" Blue, lb	65
" Boracic Acid, lb	50
" Calamine, lb	40
" Canthar, lb	75
" Carbolic, lb	40
" Cetaceum, lb	75
" Conium, lb	80
" Elder Flower, lb	1 00
" Gallae, lb	35
" " Co., lb	80
" Hyd. Ammon. Chlor., lb	60
" " Biniodide, lb	75
" " Compd., lb	1 25
" " Nitratis, lb	45
" " Oxide Flav,, lb	90
" " Oxide, Rub., lb	50
" Iodine, lb	70
" " Compd, lb	75
" Iodoform, lb	1 00
" Picis, lb	45
" Plumbi Acetas, lb	45
" " Iodide, lb	1 20
" Resin, lb	40
" Simple, lb	40
" Sulphur, lb	40
" Sulphur Compound, lb	20
" Veratrine, lb	2 00
" Zinci Oxide, lb	40
Oleocreosote, oz	1 50
Oleo-Resin, Capsicum, oz	50
" " Malefern, oz	25
Opium, lb	$ 8 00
" Pulv., oz	65
Orange Peel	13
" Ground	15

Orexin, Basic, oz	3 00
" Tannate, oz	2 50
Orthoform, oz	1 40
Ortol, oz	1 00
Ovarin Powder, oz	3 60
Oxymel Scill, lb	30
Oxysparteine Hydrochlorate, 15 gr tube, ea	65
Palladium, Chloride Cryst., 1 gram bot., ea	4 00
" Chloride, dry, 15 gr. bot., ea	1 00
Panamalid, 1 oz. bot., each	1 00
Pancreatine, Pure Active, oz	35
Papaine, Finkler, oz	2 50
" Mercks, oz	65
Paracetphenetidine, oz	10
Parachloralol, oz	1 00
Paracotoin, 15 grain bot., ea	35
Paracresol, oz	50
Paraformaldehyde, oz	25
" Mercks, oz	20
Paraldehyde, oz	10
Paranephrin, 1/100 bots 10 c.c. ea	65
" and Cocaine, Hydroch, tubes of 1 gramme, each	35
Pelletierine, Sulphate, 15 gr. bot., each	1 75
" Tannate, 15 gr. bot., ea	50
Pellotine, Hydrochlor, 15 gr. bot.ea	6 25
Pental, 10 gramme bot., ea	75
Pepsine, Boudaults, oz	1 40
" Scale, Pure Soluble, lb	3 75
" Pure Soluble, oz	20
Peptone, Meat Dry, oz	30
Pepper ,Long, lb	40
Perhydrol, 50 gramme bots., ea	1 35
Petrolatum, Yellow, lb	12
" White, lb	15
" Snowwhite, lb	25
Phenacetine, oz	35
Phenamid, Powd., oz	1 10
Phenocoll, Hydrochlorate, 5 gram., ea	35
Phenalgine, Capsules, oz	1 40
" Powd., oz	1 40
" Tablets, oz	1 40
Phenazone, oz	25
Phenol, Bismuth, oz	85
" Chloride, oz	40
Phenophthalein, ⅛ oz., ea	10
Phenosalyl, oz	25
Phenylene, diamine meta hydro.,oz	1 20
" Diamine para pure, oz	1 25
Phenylhydroxine, Hydrochlor, oz	55
Phloroglucin, ⅛ oz., ea	60
" Vanillin, ⅛ oz., ea	20
Phosphorus, lb	95
" Pentachloride, oz	25
" Pentoxide, oz	60
" Red, oz	10
" Trichloride, oz	55
Picrotoxin, oz	5 00
Pilocarpine, Alkaloid, 5 gr. bot., ea	50
" Hydrobromate " "	50
" Muriate " "	30
" Nitrate " "	30
" Salicylate " "	50
" Sulphate " "	50
" Tannate " "	1 25
" Valerianate " "	50
Pipe Clay, in squares, lb	6
Piperazine, ⅛ oz., ea	50
" Tablets, 10 only, 16 grains ea. in tube, tube	1 25
Piperine, ⅛ oz., ea	35
Pitch, Black, lb	5
" Burgundy, lb	10
Platinic Chloride, 5% sol. oz	1 50
Platinum, Bichloride, ⅛ oz. bot.,ea	6 50
" Chloride, Solution, oz	2 00
" Spongy, oz., pieces	3 80
" and Barium Cyanide, 5 grain bots., each	75
" Foil, grain	16
Platinum and Potash Chlor., oz	$25 00
" Wire, grain	16
Plumbago, lb	10
Podophyllin, oz	36
Poppy Heads, per 100	1 00

Potassium, pure, ⅛ oz., ea	30
“ Acetate, lb.	50
“ Acetate, C.P., lb.	55
“ Arsenate, oz.	15
“ Arsenite, oz.	20
“ Benzoate, oz.	20
“ Bicarb., lb.	30
“ “ Pulv., lb.	16
“ “ C.P., Cryst., lb.	40
“ Bichromate, lb.	12
“ “ C.P., lb.	45
“ Bisulphate, lb.	50
“ Bisulphite, lb.	75
“ Bitart., Pulv., lb	27
“ Bitart., Pulv., C.P., lb	75
“ Borate, oz.	10
“ Borotartrate, oz.	60
“ Bromide, lb.	35
“ “ C.P., oz.	10
“ Carbonate, lb.	12
“ “ C.P., lb.	40
“ Caustic, Purif. by Alcohol, lb.	85
“ “ Pure, sticks, lb.	55
“ “ Strictly C.P., oz	20
“ Chlorate, lb.	14
“ “ Pulv., lb.	16
“ “ Pulv., C.P., lb	50
“ “ C.P., lb., Crystal	45
“ Chloride, lb.	30
“ Chloroplatinate, 15 gr. bot. ea	1 15
“ Chromate Yellow, C.P., oz	10
“ Citrate, lb.	70
“ “ Eff. Bishop's 1 lb. bot., ea	1 50
“ and Cobalt Nitrite, oz.	1 25
“ Cyanide, Com'l, lb.	22
“ “ C.P., lb.	35
“ Ferric, Cyanide, pure cryst. oz.	15
“ Ferro “ “	10
“ Fluoride, Pure, oz.	20
“ Glycerophosphate, oz.	25
“ Hydrogen Sulphide, oz.	25
“ Hypophos., oz.	10
“ Hyposulphate, oz.	50
“ Hyposulphide, oz.	25
“ Iodate, oz.	65
“ Iodide, lb.	3 00
“ “ C.P., oz.	30
“ Lactate, oz.	50
“ and Mercury Iodide, oz	65
“ Metabisulphate, oz.	10
“ Metal, ⅛ oz., ea	35
“ Metantimoniate, oz.	10
“ Nitrate, lb.	8
“ “ C.P., lb.	35
“ Nitrite, oz.	15
“ Oxalate, Neutral, lb	45
“ Perchlorate, oz.	10
“ Permanganate, lb.	25
“ “ Large Crystals, pure, oz.	10
“ Picrate, oz.	30
“ Phosphate, C.P., oz	12
“ Prussiate, Red., Cryst., lb	60
“ “ Red, Pulv., lb	75
“ “ Yellow, Cryst., lb.	25
“ “ Yellow, Pulv., lb	30
“ Pyrophosphate, oz.	15
“ Salicylate, oz.	20
“ Silicate, lb.	25
“ “ Pure, dry, oz.	40
“ Silicofluoride, oz.	20
“ And Soda Borotartrate, oz	20
“ and Soda Tart., C.P., Cryst.ib	65
“ Sulphate, Cryst., lb.	15
“ “ Pulv., lb.	20
“ “ for Fertilizing, lb.	6
“ “ C.P., Cryst., oz	5
“ “ C.P., Powd., oz	6
“ Sulphite, lb.	60
“ Sulphocarb, oz.	20
“ Sulphocyanate, oz.	12
“ Sulphide, lb.	60
“ Sulphuret, lb.	25
“ Tartrate, lb.	70
“ Neutral, oz.	10
“ Tellurate, 15 gr. tubes, ea	75
Propylamine, oz.	35
“ Chlor., oz.	2 50
Protargol, oz.	1 70
Protan Powder, oz.	50
Pulvis, Aloes Co., lb.	30
“ Amygdal, lb.	60
“ Antimon Co., lb.	60
“ Aromatic or Cinnamon Co., ib	75
“ Creta Aromat., lb.	50
“ “ Camph., lb.	20
“ “ C. Opii, lb.	75
“ for Mistura Creta, lb	35
“ Ipecac Co., oz.	12
“ Jalap Co., oz.	5
“ Kino Co., oz.	10
“ Licorice Co., lb.	20
“ Opii Co., oz.	10
“ Rhei Co., lb.	50
“ Scammony Co., oz.	30
“ Seidlitz, lb.	20
“ Tragacanth Co., lb.	45
“ Thompson's Composition, lb.	25
Ptyalin, Active, oz	1 25
Putty Powder, lb.	60
Pyoktannin, Blue, oz.	2 25
“ Yellow, 10 grammes for	80
Pyramidon, oz.	2 25
Pyrenol, oz.	1 05
Pyrocatechin, oz.	60
Pyridin, C.P., oz.	25
Pyrodin, C.P., oz.	1 60
Pyrogallol, Bismuth, oz.	1 35
Pyroligníne, oz.	1 20
Pyrozone, 3 per cent., doz	5 50
Quartz, Cryst., oz.	8
Quassia, Chips, lb.	10
Quassin, Cryst., C.P., 15 gr. bot.,ea	2 25
Quinalgen, oz.	1 60
Quinapthol, oz.	3 00
Quinidine, Pure, Cryst., oz	1 60
Quiniodine, Pure, Cryst., oz	30
Quinine, Acelosalicylate, oz.	90
“ Acetate, oz.	65
“ Alkaloid, oz.	85
“ Arsenate, oz.	65
“ Bisulphate, oz.	40
“ Borate, oz.	75
“ Bromate, oz.	1 00
“ Bromide, oz.	65
“ Cacodylate, oz.	2 00
“ Citrate, oz.	70
“ Dihydrochlorate, oz.	1 25
“ Ferro Cyanide Hydro, oz	90
“ Glycerinophosphate, oz.	1 25
“ Hydrobromate, oz.	50
“ Hydrochlorate, oz.	80
“ Hydrochloride, oz.	55
“ Hydriodate, oz.	75
“ Hypophosphite, oz.	70
“ Iodide, oz.	57
“ and Iron Valerianate, oz	1 00
“ Lactate, oz.	65
“ Phosphate, oz.	65
“ Salicylate, oz.	60
“ Sulphate, German, oz.	32
“ “ Howards, oz.	32
“ Tannate, oz.	40
“ and Urea Hydrochlorate, oz.	75
“ Valerianate, oz.	75
Quinoline, oz.	75
Resorcin, oz.	20
“ Recrystal, oz.	15
“ Resublimed, oz.	40
Rhigoline, lb.	75
Rice Flour, lb.	9
Rodinal, 3 oz. bottle for	50
Root, Aconite, lb.	25
“ Aconite, Pulv., lb	30
“ Alkanet, lb.	25
“ Angelica, lb.	30
“ Arnica, lb.	30
“ Belladonna, lb.	20
“ “ Powd., lb.	30
“ Blood, lb.	20
“ “ Pulv., lb.	25
“ Burdock, lb.	13
“ “ cut, lb.	15
“ Calamus, lb.	50
“ Colchici, lb.	30
“ Columba, lb.	15
“ Curcuma, Pulv., lb.	15
“ Dandelion, lb.	20
“ Dock, Yellow, lb.	16
“ Elecampane, lb.	15
“ “ Pulv., lb.	25
Root Galangal, lb.	20
“ Gentian, lb.	15
“ “ Pulv., lb.	10
“ Ginseng., oz.	55
“ Golden Seal, whole, lb.	3 25
“ “ Powd., lb.	3 50
“ Hellebore, White, Pulv., lb.	15
“ Ipecac, oz.	22
“ Jalap, lb.	75
“ “ Pulv., lb.	80
“ Leptandrin, lb.	30
“ Licorice, Extra Select, lb	12
“ “ “ small sticks, lb	18
“ “ Pulv., lb.	13
“ Mandrake, lb.	16
“ “ Gr'd, lb.	18
“ Marshmallow, lb.	40
“ Orris, lb.	20
“ “ Pulv., lb.	30
“ Pareira Brava	20
“ Pleurisy, lb.	20
“ Pyrethrum, lb.	35
“ Rhatany, lb.	50
“ Rhei, E.I., lb.	60
“ Rhei, E.I., Pulv., lb	1 00
“ “ Turkey (so-called) lb.	3 00
“ “ “ “ Pulv., lb.	3 10
“ Sarsaparilla, Honduras, lb.	60
“ “ Mexican, lb.	30
“ Senega, lb.	1 10
“ Serpentaria, lb.	65
“ Sombul, lb.	40
“ Spigelia, lb.	1 00
“ Squills, white, lb.	25
“ “ Pulv., lb.	35
“ Stone, lb.	20
“ Tormentilla, lb.	40
“ “ Pulv., lb.	60
“ Valerian, lb.	15
“ Veratrum Viride, lb.	25
Rosaniline, oz.	60
Saccharine, oz.	15
Saffron, American, oz.	7
“ Spanish, oz.	1 00
Sal Acetosella, lb	25
“ Carlsbad, Artificial, lb	15
“ Craborchard, lb.	40
“ Epsom, lb.	3
“ “ Howard's, lb.	5
“ Glauber, lb.	2
“ Nitre, (Potash) Crystal, lb.	9
“ “ Gran., lb.	9
“ “ (Soda) Cryst., lb	6
“ “ Gran., lb.	6
“ Prunella, lb.	25
“ Rochelle, lb.	25
“ Rochelle, Crystal, lb.	35
“ Rock, lb.	2
“ Soda, lb.	2
Salicine, oz.	50
Saligenin, 15 gr. bots., ea	50
Salol, oz.	10
Salipyrine, 25 grammes, ea	25
Salophen, oz.	1 20
Sanguinarine, Alkaloid, 15 grain bots., each	45
“ Nitrate, 5 grain bots., ea	45
“ Sulphate, 5 grain bots., ea	45
Sanoform, oz.	1 00
Santonine, oz.	1 00
Saponin, ⅛ oz. bot	15
Scillipicrin, 15 gr. bots., ea	35
Scopolamine, Hydrochlor, 5 gr. bot. each	75
Seeds, Angelica, lb.	35
“ Anise, lb.	14
“ “ Pulv., lb.	15
“ “ Star, lb.	40
“ Annatto, lb.	10
“ Burdock, lb.	30
“ Canary, lb.	8
“ Cardamon, Decort., lb	80
“ “ Malabar, lb.	90
“ “ Pulv., lb.	90
“ Carraway, lb.	12
“ Carraway, Pulv., lb.	15
“ Celery, lb.	25
Colchici, lb.	40
“ “ Pulv., lb.	45
“ Conium, lb.	30

Colchici Coriander, lb.	18
" " Pulv., lb.	20
" Croton, lb.	25
" Cumin, lb.	20
" " Pulv., lb.	25
" Dill, lb.	20
" Fennel, lb	15
" " Pulv., lb.	20
" Flax, lb.	6
" " Pure Ground, lb.	6½
" Foenugreek, Pulv.	7
" Hemp, lb.	6
" Hyoscyamus, lb.	50
" Hyssop, lb.	35
" Jambul, oz.	15
" Lobelia, lb.	75
" Maw, lb.	20
" Mustard, White, lb.	12
" Pumpkin, lb.	20
" Quince, lb.	1 75
" Rape, lb.	6
" Sabadilla, lb.	35
" " Pulv., lb.	35
" Stavesacre, lb.	34
" " Pulv., lb.	50
" Stramonium, lb.	30
" Stropanthus, oz.	16
" Sunflower, lb.	15
" Wormseed, lb.	30
Selenium in sticks, oz.	1 50
Silica, Powd., oz.	20
Silver, Bromide, oz.	2 00
" Chloride, oz.	90
" Citrate, oz.	2 50
" Cyanide, oz.	2 00
" Iodide, oz.	1 60
" Metallic., Pulv., oz.	1 50
" Nitrate, Cryst., oz.	75
" " Fused, oz.	90
" Oxide, oz.	1 50
" Precipitated, oz.	3 50
" Sulphate, oz.	1 50
" Wire, oz.	6 00
Snuff, Copenhagen, lb.	1 40
" Mace, lb.	65
" Scotch, lb.	65
" Lorillards, lb.	90
Soap, Arsenical, lb.	40
" Barilla Ash, lb.	25
" Castile, Conti, lb.	18
" " Shell, lb.	12
" " Pulv., lb.	18
" Curd, lb.	25
" Cocoanut, lb.	25
" Soft English, lb.	8
" Viride, lb.	30
" WhaleOil, lb.	12
Soda, Acetate, lb.	20
" " C.P., oz.	5
" " Pure fused, oz.	13
" Aluminate, oz.	15
" and Ammonia Phos. (Microcosmi Salts), lb.	85
" Arsenate, Pure dry, oz.	15
" Arseniate, Pure Cryst., oz.	8
" Arsenite, Pure, oz.	10
" Ash, lb.	3
" Benzoate, oz.	6
" " from Benzoic Acid, oz.	35
" Bicarb., lb.	4
" " Chance's, lb.	10
" " Crystals, lb.	40
" " Howard's, lb.	15
" Bichromate, fused, oz.	5
" Biphosphate, oz.	12
" Bisulphate, pure cryst., lb.	45
" Bisulphite, lb.	30
" " Coml., Dry, lb.	25
" " Pure dry, lb.	40
" Bitarate, Cryst. oz.	10
" Bromide and Caffeine Cit., lb.	1 00
" Bromide, Gran., lb.	45
" Cacodylate, oz.	1 30
" " ⅛ oz.	15
" Carb., C.P., Cryst., lb.	35
" " C.P., Dried, lb.	35
" Carbolate, oz.	25
" Caustic, lb.	6
" " Gran., lb.	10
" " Sticks, lb.	40
" " Sticks, pure by alcohol, lb	60
Soda Chlorate, lb.	40
" Chloride, Pure, oz.	12
" Choleate, oz.	20
" Cinnimate, oz	75
" Citrate, lb.	90
" Dithio Salicylate Beta, oz	1 25
" Ethylate, Dry, oz.	1 00
" " Solution, oz.	25
" " Richardson's, oz.	75
" Fluoride, oz.	15
" Formate, oz.	20
" Glycerinophosphate, oz.	20
" Hippurate, oz.	1 00
" Hypochlorite, Solution, oz.	10
" Hypophosphite, oz.	10
" " C.P., oz.	50
" Hyposulphate, oz.	30
" Hyposulphite, lb., C.P.	20
" Iodide, oz.	30
" Lactate, Syr., oz.	25
" Meconate, oz.	2 25
" Metaphosphate, oz.	25
" Naptholate, oz.	75
" Nitrate, Crude, lb.	5
" " Pure, Cryst., oz.	10
" Nitro-prusside, oz.	1 00
" Nitrite, lb.	60
" " C.P., sticks, oz.	55
" Oleate, oz.	25
" Oxalate, oz.	2
" Paracreosote, oz.	71
" Sodium, Perborate Medicin. oz	40
" Permanganate, oz.	60
" Phosphate, Gran., lb.	10
" " Pure, lb.	20
" " C.P. Cryst., lb.	35
" " C.P., Pulv., lb.	40
" " C.P., Dry, lb.	55
" Phosphite, oz.	40
" Phosphomolybdate, oz.	20
" Pyrophosphate, lb.	90
" " Pure, oz.	15
" Salicylate, lb.	65
" " Natural, oz.	60
" Santoninate, oz.	80
" Silicate, lb.	6
" " Natural, oz.	40
" Siliciofluoride, oz.	35
" Succinate	50
" Sulphate, C.P., Cryst., lb.	25
" " C.P., Dried, lb.	35
" Sulphite Cryst. or Gran., lb.	7
" " C.P., lb.	25
" " Dried, C.P., lb.	50
" " Pure, Recryst., oz.	25
" Sulphocarb., oz.	10
" Sulphosalicylate, oz.	65
" Sulphovinate, oz.	30
" Tannate, oz.	20
" Tartrate, C.P., oz.	55
" " Neutral, oz.	15
" Tellurate, 15 grains, for	25
" Tetroborate, oz.	25
" Tungstate, lb.	75
" " C.P., oz.	20
" Uranate, oz.	40
" Valerianate, oz.	45
Sodium, Metal, ⅛ oz. bots., ea.	18
" Acetic Theocin, oz.	3 25
" Fluoride, oz.	20
" Glychollate, oz.	2 00
" Iodide, oz.	40
" Plumbate, oz.	25
" Stannate, oz.	20
" Sulphohydrate, oz.	30
Solanine, 15 grain bot., ea.	2 25
Solution Clemens (Arsenic Brom.) lb.	50
" Dobell's, lb.	20
" Fehlings No. 1, oz.	5
" Fehlings No. 2, oz.	10
" Hydrarg Bichlor, lb.	65
" Nitroglycerine, 1 per cent., oz	10
" " 10 per cent., oz	20
" " 25 per cent., oz	35
" Potash Hydrosulphide, lb.	40
" Platinate, oz.	15
" Soda, Hydrochlorate, oz.	25
" Vlemmicks (Calc. Sulph.), Wr	65
" Normal Volumetric Acid, Hy-	
Solution [illegible] Wr	2 25
" " Sulph, Wr	2 25
" " Potash, Wr	2 25
Somatose, oz	57
" and Iron, oz	60
Somnal, oz	6[illegible]
Soy, Indian gal.	7[illegible]
Sozoiodol, Mercury	1 5[illegible]
" Potassium, oz	1 25
" Sodium, oz	1 25
" Zinc, oz	1 00
Sparteın, Sulph, ⅛ oz bot, ea	25
Spermaceti, lb	50
Spirits, Ammon. Aromat., lb	65
" Camphor, pt.	85
" Chloroform, lb.	65
Stannous, Chloride, C P , oz	15
" Nitrate (solution) oz	30
" Sulphate, oz.	20
Stannic, Chlorate, C.P., oz	25
" Chloride, oz.	40
Stannic, Sulphate, oz.	40
Starch, Iodized, oz.	30
" Powd., lb.	8
Stearine, lb.	30
Stovaine, 25 grain. pckg., ea	1 25
Strontia, Acetate, oz.	30
" Bromide, oz.	10
" Carbonate, oz.	15
" Chlorate, oz.	20
" Chloride, oz.	10
" Iodide, oz.	35
" Lactate, oz.	15
" Muriate, oz.	5
" Nitrate, lb.	20
" " Dry, lb.	25
" Oxalate, oz.	10
" Oxide Caustic Cryst., pure, oz.	10
" Phosphate, oz.	20
" Salicylate, oz.	20
" Sulphide, oz.	15
Stropanthin, oz.	2 00
Strychnine, oz.	75
" Acetate, oz.	2 00
" Arsenate, oz.	2 00
" Arsenite, oz.	2 00
" Citrate, oz.	2 55
" Glycerophosphate, oz.	3 20
" Hydrobromate, ⅛ oz. for	35
" Hydrochlorate, ⅛ oz. for	15
" Hypophos., ⅛ oz. for	40
" Nitrate, ⅛ oz. for	25
" Phosphate, ⅛ oz. for	20
" Salicylate, ⅛ oz. for	25
" Sulphate, oz.	75
" Valerianate, ⅛ oz. for	75
Stypticin, 15 grain bot., ea	40
" Tablets, box, ea	35
Styptol Tablets, tubes of 20, ea	45
Styrone, Liq., oz.	1 50
Succus Conium, lb.	75
" Tarax, oz.	10
Sucrol, oz.	1 25
Sulfonal, oz. (Mercaptol)	20
Sulphaminol, oz.	2 00
Sulphur, Chloride, oz	20
" Iodide, oz.	45
" Precipitated, lb., pure	25
" " Opt., lb.	20
" Powdered, lb.	3
" Sublimed, lb.	4
" " Extra, lb.	4½
Sulphur Roll, lb.	$ 0 03
" Vivum, lb.	6
Symphoral, 25 grammes for	2 50
Tamarinds, lb.	10
Tannalbin, oz.	50
Tannigen, oz.	85
Tannoform, oz.	40
Tannopine, oz.	80
Tar, Barbadoes, lb.	12
" Stockholm, lb.	15
Tartarux Borascatus, oz.	20
Terebene, oz.	12
Terpin, Hydrate, oz.	10
" Peroxide, oz.	1 00
Terpinol, Liquid, oz.	40
Tetrarthyl, Ammonium Hydroxide ⅛ oz. for	1 50
Tetronal, 25 grammes for	3 50

Thalline, Tartrate, oz.	3 25
Thallium Sulphate, ⅛ oz., ea.	60
Theine, oz.	70
Theobromine, oz.	1 25
" Salicylate, oz.	15
" and Soda Salicylate, oz.	70
Theocine, Soda Acetate, oz.	3 00
Thermodin, 25 grammes for	2 00
Thermol, oz.	1 00
Thiocarbamide, oz.	1 00
Thiocin, oz.	3 60
Thiocol, oz.	1 40
Thioform, oz.	75
Thiol, oz.	40
Thiosinamine, oz.	90
Thorium, Nitrate, oz.	50
Thymol, oz.	30
Thyraden, 25 grammes for	1 30
Thyroidine, oz.	1 25
Thyriodin, 25 grammes for	1 25
Tin, Metal Sticks, oz.	15
" Granulates, lb.	1 20
" Mono Sulphide, oz.	25
" Powder, Fine, oz.	20
" Rasped, oz.	12
Titanum, oz.	75
Toluene, lb.	70
Tow, lb.	30
" Carbolated, lb.	40
" Styptic, lb.	35
Tribromphenol, oz.	1 60
" Bismuth, oz.	65
Triethylate, oz.	60
Triferrin, oz.	1 20
Trikresol, oz.	15
Trimethylamine, oz.	55
Trional, oz.	1 20
Triphenin, oz.	$ 0 65
Tropacocaine, 5 grains for	20
Trumaticin, oz.	20
Tumenol, 25 grammes for	55
Turpentine, China, oz.	40
" Venice, lb.	12
Unguentum, Crede, oz.	1 20
Uranium, Acetate, oz.	1 00
" and Ammon. Fluoride, oz.	1 50
" Chloride, oz.	60
" Iodide, oz.	75
" Nitrate, oz.	60
" Oxide, oz., Blk.	60

Uranium Sulphate, oz.	60
" Sulphocarbolate, lb.	80
Urea Crystals, Pure, oz.	30
" Nitrate, oz.	45
Urecidin, oz.	60
Urethane, oz.	50
Urotropin, Schering's, oz.	80
Valerianate, Merck's, ⅛ths	5 30
Validol, 25 grammes, ea.	1 55
Vanilline, oz.	90
Veratria, Pure, ⅛th, oz. for	40
Verdigris, balls, lb.	20
" Pulverized, lb.	30
Veronal, oz.	1 85
" Tablets, tubes of 10 ea.	70
Vinegar, Cantharides, lb.	60
" Squills, lb.	10
Water, Anise, lb.	10
" Camphor, lb.	10
" Cherry Laurel, lb.	25
" Chlorine, lb.	10
" Cinnamon, lb.	8
" Dill, lb.	10
" Distilled, gall.	10
" Elderflower, lb.	30
" Fennel, lb.	10
" Lime, pt.	7
" Orange Flower, lb.	25
" Peppermint, lb.	20
" Rose, lb.	25
Wax, Bayberry, lb.	35
" Brazil or Carnauba, lb.	70
" Ceracine, lb.	30
" Japan, lb.	20
" Paraffin, Sterilized, 25 gram packages, ea.	65
" Parafine, lb.	20
" White, No. 1, lb.	70
" " No. 2, lb.	50
" Yellow (Beeswax) lb.	45
Wine, Aloes B.P., lb.	60
" Antimony, lb.	35
" Colchici. Rad., lb.	50
" " Sem., lb.	50
" Ergot, lb.	50
" Ipecac, lb.	60
" Iron, lb.	40
" " Citrate, lb.	50
" Opium, lb.	90
" Orange, lb.	25

Xylol, oz.	10
Yohimbine, Cryst. (3 grn. tubes)ea	1 50
" Tablets, (tubes of 10) ea.	90
Zinc, Acetate, pure, oz.	5
" Benzoate, oz.	25
" Bromide, oz.	20
" Carbolate, oz.	40
" Carbonate, lb.	30
" " Precip., oz.	10
" Chlorate, fused, oz.	15
" Chloride, fused, oz.	15
" " Granul., oz.	15
" Cyanide, oz.	25
" Ferrocyanide, oz.	15
" Foil, oz.	20
" Granulated, lb.	15
" " free from Arsenic, oz.	6
" Hypophosphite, oz.	65
" Iodide, oz.	60
" Lactate, oz.	20
" Metal, pure, oz.	10
" Nitrate, pure, oz.	15
" Oleate, oz.	5
" Oxide, lb.	50
" " Pure, lb.	20
" " Hubbuck's, lb.	60
" " Dry process, lb.	30
" " Wet process, lb.	75
" Permanganate, oz.	50
" Phosphate, oz.	15
" Phosphide, oz.	25
" Salicylate, oz.	30
" Stearate, oz.	20
" " Comp., oz.	50
" " with Aristol, oz.	3 00
" " with Ichthyol, oz.	80
" Sulphate, pure, lb.	15
" " C.P., Cryst., lb.	20
" " C.P., Gran., lb.	25
" " C.P., Dried, lb.	50
" Sulphide, pure, oz.	25
" Sulphite, oz.	25
" Sulphocarb., oz.	15
" Sulphydrate, oz.	35
" Sulphuratum, oz.	12
" Tannate, oz.	10
" Valerianate, Pulv., oz.	25
" " Cryst., oz.	30

BUVO

The Gold Medal CONSOMME TABLET—Beef Extract with Choicest Vegetable Ingredients.

ONE OF MANY TESTIMONIALS:—

DR. GRIFFITHS, PH. D., LONDON, S. W.—

"…. And indicating it to be an excellent and skilful Consommé. It is composed of Beef Extract and antiscorbutic vegetables in the form of tablets.

"It is an unique food preparation, most nutritious, nicely flavored and easily digested. It is the best of Consommés, and is free from all impurities and undesirable constituents. I can strongly recommend BUVO as an invaluable food preparation in tablet form."

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12 CUPS OF BEEF TEA FOR 20c. TWO SIZES, 20c. AND 35c.

WRITE FOR SAMPLE TO

SUNDRIES IMPORT CO., 1 Augusta Ave., Toronto

The Canadian Druggist.

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William J. Dyas,
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EDITORIAL COMMENT

To carry on a successful retail drug business to-day requires not only capital but also intelligence, courage and resourceful ability.

There are many problems confronting the trade which require careful thought and should not be disposed of hastily or without due discrimination as to the proper course to pursue.

Many plans are offering whereby the druggist is to find a "panacea" for the commercial ills which surround him, some of them appealing to the whole trade, others to an individual member in the community, and it is well that the druggist should examine each plan that is offered, most carefully weighing all sides of the scheme in order to satisfy himself as to what is the best plan to adopt.

Each man must treat the situation from his own individual standpoint, as circumstances render it impossible that all problems should be viewed alike. The druggist should as far as possible preserve an attitude of independence and work along his own lines cultivating the confidence and good-will of his customers by his treatment of their requirements and not be the mere creature of any organization—and not surrender his own convictions to the persuasive inducements offered or to satisfy a caprice without properly weighing the outcome of the line of action which may prove a "bonanza" or on the other hand a death-blow to the business.

* * * * *

It has always appeared to us that too much stress is laid upon the "patent medicine" part of the drug business as if it was the backbone of the trade, and that, failing to secure full prices for this line, meant partial if not complete disaster. While the volume of sales of patent medicines amounts to considerable in many localities we are persuaded that if more effort was made to sell lines of goods equally in keeping with the general stock and which afford a larger margin of profit than "patents" at cut-rate prices, the total profits would be larger and there would be less anxiety as to the opposition from the cut-rate stores.

Your own remedies, or those of some reliable firm whose goods will recommend themselves, will in time supplant those which are being slaughtered and the public will not have the impression that you are merely a vendor of patents, but rather a "pharmacist" who puts profession to the forefront if more prominence is given to the legitimate sales of drugs and kindred lines.

A NATIONAL OUTLOOK.

It is not nor ever has it been the aim of the editor to look upon matters connected with pharmacy from a local or provincial standpoint, but rather to take the larger view of pharmaceutical matters affecting all the provinces of the Dominion. So that when expression is given to an opinion in regard to happenings in the trade, it is with a view of embracing the wider outlook and presenting the matter as affecting the Dominion as a whole.

We believe that altogether too much has been made out of small matters which only affected individual localities, and have no interest whatever for the trade outside of that locality.

Each particular place has its own problems to deal with, the larger cities all having problems of greater magnitude than those which affect the smaller towns or villages, and it is but right that we should view the interests of pharmacy as a whole from every standpoint, and not confine it to happenings in any one or two localities.

Our desire is to still further increase the usefulness of this Journal and bring in closer touch the pharmacists of the extreme east and west with those of Central Canada, and it is only by the co-operation of our friends that this can be effectually done.

We trust that we will receive that co-operation, and that pharmacists will give us the benefit of their experience, as well as discuss any problems vital to the interest of the trade.

Our aim has always been to help pharmacy througout the Dominion, and our columns are always open to any of our readers, and ask that they make liberal use of them. The Canadian Druggist is your Journal, use it for your own and your confrere's benefit.

Alcohol is a liquid that is good for preserving almost everything except secrets.

INDIVIDUALITY.

A business man's personality is one of his chief assets, which he should cultivate and strengthen as much as possible by making himself the centre pivot around which his whole business turns.

This is more especially the case with the man whose business is small and in the process of building, and applies particularly to the druggist who, as a rule, should come into direct contact with his customers, and whose opinion is sought more than in many other businesses.

It is peculiar that as a business grows it is not so essential that the proprietor be so much in evidence. This is shown to be the case in many of the larger stores where the average customer does not know the proprietor at all and, in fact, does not wish to, so long as he knows the business is being guided by a competent hand and that the method, business ability, experience and courtesy of the proprietor is reflected in the clerks whom he employs.

The temperament and character of any employer is quickly shown in the manner of his clerks, who consciously or unconsciously take their cue from him.

So, as we said before, the druggist who puts his whole energies into his business and makes himself the most important integral part of it is in the long run going to win out, and in time, after his name is established, he will reap the reward in seeing his business run almost automatically.

But he cannot safely leave his interests for the clerks to look after until his individuality is established and his business increased sufficiently to warrant a slackening of the intent supervision necessary in the upbuilding process.

THE DRUG SITUATION IN THE UNITED STATES.

We do not believe that any branch of trade has ever been quite so much on the "ragged edge of uncertainty" as is the drug trade in the United States to-day. Large corporations with hundreds of thousands of dollars at their back appear to think the drug business a special prey for their business ventures. As a consequence we have "chains" of drug stores belonging to several large corporations which seek to monopolize to themselves, as far as possible, the drug business of the country. This, of course, refers mainly to the large centres, and in these we have the Riker Drug Co., the Hegeman, The United Drug Co., The American Druggists' Syndicate and others of similar calibre bent on securing the largest number of stores and monopolizing, as far as possible, the best business stands. The smaller retail druggist in these centres is in a quandary as to what course to pursue, whether he is to be swallowed up by some of the larger concerns or to perhaps be gradually driven out of business. However, it will take but a short time to determine whether these projected monopolies can gain their ends.

In the smaller places a similar condition does not exist, they being free from the envy of the large corporations, and although cutting prevails almost everywhere, mainly in the direction of patent medicines, yet the drug business is so constituted across the border that many of their lines pay handsomely without taking into account patents at all.

COMPANY PHARMACIES IN GREAT BRITAIN

The returns from investments in Company Pharmacies in England are certainly such as would not satisfy anyone outside of that country, the percentage on the investment being so small.

We learn from a statement in the Chemist and Druggist, that the leading "stores" do not bring what we would call a handsome revenue to the investors. The figures given are as follows:

Year	Boot's (Eastern)		Lewis & Burrows		Parke's	
	Net Profits	Per Shop	Net Profits	Per Shop	Net Profits	Per Shop
	£	£	£	£	£	£
1908	23,161 (98)	236	3,597 (24)	150	3 726 (34)	110
1909	23 236 (102)	227	1,493 (24)	62	3,780 (34)	94
Subscribed capital	£46,400		£5,090		£6,906	

Figures in parentheses are the number of shops.

"Taylor's Drug Co., Ltd., showed £433 loss in 1906, a net profit of £9,855 in 1907, £6,806 in 1908, and £1,834 for nine months in 1909. Kelly's Directory for 1908 shows that this company had then seventy-eight shops, so that the average profit per shop in that year was £86, and last year it would be £31. Messrs. Henry Hodder & Co., Ltd., showed £3,385 net profits in 1902, £3,123 in 1906, £3,137 in 1907, £2,257 in 1908, and £2,217 in 1909. These figures also show steady diminution of profits."

The chairman of Parke's Drug Stores, at the annual meeting, referred to the strong competition from the other "stores" in a way which shows a somewhat similar condition to what is transpiring in the United States. He said as follows:

"I have before now on several occasions called your attention to what I can only describe as the intensely selfish policy of some of our opponents in business, who, no matter where we may go to open a branch, come and sit as close to us as they can, and whereas we never have the advantage of seeing their figures, we are practically certain that we both lose. What can we do? We cannot go to those opponents and say they must not do such a thing; they are well within their rights in doing so, and all that we can do is to grin and bear it, and fight against the opposition as well as we know how. Be-

LIGHT **WHITE**

HOWARD'S

BISMUTHS

FOR
FASTIDIOUS
Pharmacists

AT LOWEST **MARKET RATES**

Every druggist is confronted now and then with some difficulty —it may be a need for precise information regarding some drug, remedy, formula, etc. Why not make use of the

Scientific **E. Merck** **Department**

A postal card or letter, addressed to E. MERCK, Darmstadt, will often elicit valuable information, otherwise obtainable only with great trouble.

Retailers Attention !

Stock

CÆMENTIUM

Regd.

"Sticks Everything, but is Not Sticky"

Absolutely insoluble Cement. It is not only new—it is unique. It will repair everything from a cup or saucer to a motor-car exhaust pipe. In the case of china or pottery, it not only repairs but replaces missing parts. CÆMENTIUM is not affected by either water or heat. Should be stocked by all retailers. It is not a fish glue.

STOCKED BY

All branches National Drug & Chemical Co.
Lyman Bros. & Co., Limited

DILLONS LIMITED

455 St. Paul St. - Montreal

SOLE AGENTS FOR CANADA

For Infancy, Illness and advancing Age.

BENGER'S Food

Benger's Food is for Infants and Invalids and for those whose digestive powers have become weakened by illness or advancing age.

If the digestive functions, however weak, can do any work at all they should be given work to do *to the extent of their powers.* Exercise strengthens, but over exercise defeats its purpose. It is here that Benger's Food is so admirable. In the easy process of its preparation the digestibility of Benger's can be regulated to a degree of extreme nicety.

Manufacturers: BENGER'S FOOD, Ltd., Manchester, England

Benger's Food is sold in tins, and can be obtained through most Wholesale Druggists and Leading Drug Stores.

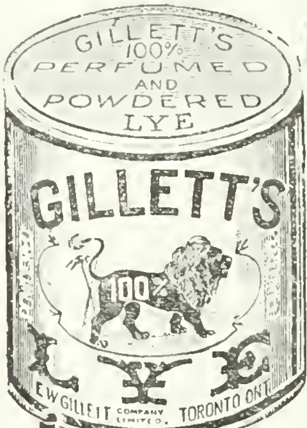
MUSICAL INSTRUMENTS and TALKING MACHINES

- Heberlein Violins
- Washburn Mandolins and Guitars
- S. S. Stewart Banjos
- Hohner Mouth Organs and Accordeons
- Victor Talking Machines
- Olympia Music Boxes

Catalogues Sent Charges Prepaid

THE

NORDHEIMER PIANO & MUSIC CO.
Limited



GILLETT'S LYE

HAS MANY USES.

It makes soap. It cleans baths, sinks, pans, cans, dishes, drains, closets, etc., and everything pertaining to the home. It's a fine disinfectant.

GILLETT'S CAUSTIC SODA.
GILLETT'S CREAM TARTAR.
(Chemically Pure.)

Should be sold by every druggist in Canada.

If your wholesale house will not supply you at list prices, send order to us, and we will ship goods direct.

E.W. GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

yond that we cannot do anything. During the last few years there has been a terrific amount of this sort of thing going on, and the net result of it is that in their anxiety to get trade they cut down their prices to a ludicrous extent. Very often in those places the manager of the shop is his own master, whereas with Parke's we have not only to pay a manager, who must be the best man we can get—and he is not an inexpensive luxury—but all the assistants as well. The public do not thank people for what I can only describe as an insane cutting down of prices."

MAX O'RELL'S OPINION ON LUCK.

What most men call bad luck is not that chance does not present itself to them; but simply that they let it go by and miss it. If you want to be lucky in life, force luck and make it yourself. Believe in yourself and others will believe in you. Rise early, be punctual, reliable, honest, economical, industrious and persevering and, take my word for it, you will be lucky, more lucky than you have any idea of. Never admit that you have failed, that you have been beaten; if you are down get up again and fight on. Be cheerful, amiable and obliging. Do not show anxiety to be paid for any good turn you may have the chance of doing for others. When you have discovered who your real friends are, be true to them, stick to them through thick and thin. Do not waste time regretting what is lost but prepare yourself for the next deal. Forget injuries at once, never air your grievances, keep your own secrets as well as other people's, be determined to succeed, and let no one, no consideration whatever, divert you from the road that leads to the goal. According to the way you behave in life you will be your greatest friend or your greatest enemy. There is no more luck than that in the world.

A PRESCRIPTION INCOMPATABILITY.

A correspondent of the Chemist and Druggist states that he had occasion to put up a prescription containing iron and ammonium citrate, tincture of nux vomica, dilute phosphoric acid, tincture of ginger and infusion of calumba. After standing several hours the mixture gelatinized. Examination showed that it was due to the circumstance that the iron and ammonium citrate and the phosphoric acid formed an easy soluble iron and ammonium citro-phosphate, which was precipitated in gelatinous form by the alcohol in the tincture of ginger. The precipitation takes place in concentrated solution only, so that the gelatinization can be prevented by strongly diluting the mixture.

CANADIAN PHARMACY.

Ontario.

An amendment to the Ontario Pharmacy Act was secured at the recent session of the Legislature of this Province which has the effect of legalizing acts which had been performed by the Council without the necessary authority, mainly the payment of expenses of the delegates appointed to the meetings of the Canadian Pharmaceutical Association. The amendment reads as follows:

> An Act to amend "the Pharmacy Act."
>
> HIS MAJESTY, by and with the advice and consent of the Legislative Assembly of the Province of Ontario, enacts as follows:—
>
> 1. Sec. 10 of the Pharmacy Act is amended by adding as Sub-sec. 3 thereto, the following: S.S. 3. The Council of the said College may appoint from time to time, one or more representatives to attend meetings of Inter-Provincial, or other, Pharmaceutical Associations, and the said Council may pay out of the College funds to any one or more of said Pharmaceutical Associations, such sums as it may deem proper, and the payment of all such sums heretofore made by the said Council is hereby ratified and confirmed.

The major examinations of the O. C. P. will be held from April 28th to May 6th, Mr. Stewart, chairman of the Educational Committee, being the presiding examiner.

British Columbia.

A special meeting of the Council of the British Columbia Pharmaceutical Association was held at Victoria for the transaction of general business.

Owing to the resignation of Mr. H. H. Watson from the Board of Examiners, a list of names was prepared for submission to the Lieutenant-Governor-in-Council for approval to compose the Board of Examiners for the ensuing year, viz.:

John Cochrane, Victoria, in Dispensing and Prescriptions.

F. C. Stearman, Nanaimo, in Materia Medica and Botany.

George H. Cameron, Vancouver, in Chemistry and Pharmacy.

A committee was appointed to revise the lists of the Associations and Societies of Canada with whom the Association has reciprocal relations and pending the report of the committee all existing reciprocal relations are temporarily suspended. The committee re "Poison Schedule Revision" reported progress.

A resolution of regret at the retirement of Mr. Watson was passed. After disposing of some minor business the Council adjourned.

The semi-annual examinations of the B. C. Pharmaceutical Association will be held at Vancouver, April 6th and 7th.

PHARMACY IN GREAT BRITAIN

Chemists' Organizations—Institute of Chemistry Meeting—Strychnine Fatalities—Drug and Chemical Markets—Retirement of a Veteran Pharmacist—Death of Charles Layman—Profits of Manufacturing Chemists.

(From our London Correspondent.)

Annual meetings and festive gatherings are taking first place in the proceedings of the most of the pharmaceutical associations during the month of March. There are over one hundred chemists' associations scattered up and down the country which meet regularly to discuss matters of general interest to the craft. The value of these local societies is being recognized more and more every day. Some of them organize their own buying clubs to purchase goods at specially reduced terms and others publish a local formulary. On such topics as shop hours and local prices the members are able to come to a general agreement which is found mutually beneficial. Once a year they dine together and one or two prominent guests from headquarters are usually invited. Mr. J. F. Harrington, President of the Pharmaceutical Society, has visited many of the local associations in this way, and the good feeling thus engendered is distinctly advantageous. Mr. J. Rymer Young, past President of the Society has also been assiduous in attending to this useful piece of organization. Mention must also be made of the fact that Mr. A. J. Chater, of the office of the Pharmaceutical Society is rendering invaluable assistance in connection with this work. His straight talks to chemists have been the means of removing many misapprehensions on questions of the day. In some districts a strong feeling prevails that "headquarters" should appoint an organizing secretary to visit and keep in direct communication with chemists' associations in the various country centres. There can be little doubt that in course of time such an appointment will become an absolute necessity.

* * * * *

Dr. George T. Beilby, F.R.S., has been elected President of the Institute of Chemistry, a body which performs useful work in examining persons who propose to take up positions as analysical chemists. At the thirty-second annual meeting of the Institute, held at 30 Bloomsbury Square, London, on March 1, reference was made to the recent appeal on behalf of the Institute for a large sum of money to build new offices and laboratories. This appeal has been made necessary in consequence of the fact that the lease of the Institute's present premises expires in 1914, and nearly £7,000 has already been promised towards the cost of the new house. The membership of the Institute includes many prominent scientists and chemistry research workers and also a fairly large number of pharmaceutical chemists.

* * * * *

An epidemic of strychnine fatalities has occasioned a good deal of public interest lately. A few of the cases may be briefly mentioned in this column. At Bradford, Joseph Scott, a manufacturer, died as the result of accidentally taking strychnine in a cup of coffee. He had breakfasted as usual one morning and was driving to his office when he was seized with illness. The coffee which he had partaken of that morning came under suspicion. Several servants of the house were also affected by the coffee made at the same time. A coroner's inquiry followed the death of Mr. Scott and it was found that strychnine had been mixed with the coffee. but how the poison got into the beverage remains unsolved. There was evidently some underhand play in the affair. At Oxford a child succumbed with the effects of swallowing Easton's Syrup. The child had been given an overdose of the syrup which contained the proper proportions of strychnine. Either the bottle containing the syrup had been insufficiently labelled or the mother had misunderstood the doctor's directions as she gave the child a dose of 120 drops instead of 20 drops.

* * * * *

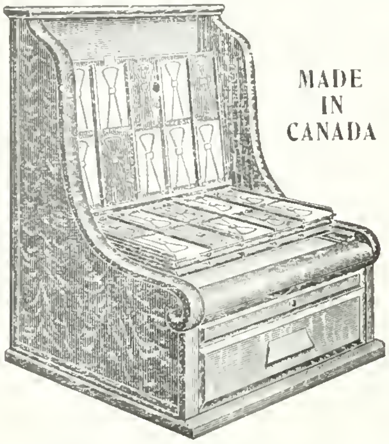
Business in the drug and chemical markets has so far shown that improvement which was confidently expected at the beginning of the New Year. There can be no doubt that the present boom in rubber has absorbed a great deal of attention which in the ordinary course of things would have been given to drugs and chemicals and in consequence of that boom the proper business of Mincing Lane has to a certain extent been neglected. Changes in value have been few and on the whole unimportant. Opium has been in a very slow condition, the expected decline in the price not yet having made its appearance. The market, however, is unmistakably easier and although the price of morphine has not materially lowered, codeine was reduced a few weeks ago by 1/2 per lb. Cod liver oil has advanced in price considerably owing to the continued unfavorable reports received from Norway which are to the effect that the fishing was seriously interfered with during the first few weeks of the season by boisterous storms. The livers are also much leaner this year yielding only

Message to the Canadian Drug Trade

ODOL has, in the course of the last twenty years acquired a world-wide reputation, and is therefore no more a problem. There are no uncertainties about it. It is one of the undisputed facts of science. As a Dentifrice and mouth-wash you may search the world in vain for its equal. On such a foundation as this, the handling of it is an assured success, yielding a profit to the Chemist day by day and year by year, therefore no Chemist's shop should be without it.

All Wholesale Houses stock it, and we shall be pleased to give particulars and quote lowest export prices for direct supply.

ODOL CHEMICAL WORKS,
59-63 Park Street, LONDON, S.E.



MADE
IN
CANADA

Some Day, Why Not Now ?

You have been thinking of installing **THE McCASKEY** for a long time. The **longer you think about it** without writing us for information, the **more money you are losing** through forgotten charges, disputed accounts, poor collections, rebates to customers and in a hundred other ways.

We'll be glad to point out to you, **without any obligation on your side,** just how **THE McCASKEY SYSTEM will save you time, labor and money.**

Will you do your part—drop us a line and saying: "Tell me something about your System of saving time, money and labor."

A postal card is just as cheap now as it will be in a year, buy one and ask us.

DOMINION REGISTER COMPANY, Limited
Successor to The McCaskey Register Co. in Canada
96 104 Spadina Avenue **TORONTO, CANADA**

THE GENDRON MFG., CO LTD
TORONTO, CANADA
MAKERS OF ALL KINDS

INVALID, ROLLING, RECLINING & CARRYING · CHAIRS
Made in Canada

OUR CATALOGUE
GRADE C
SHOWS THE ENTIRE LINE

THIS ☞
TRADE MARK IS YOUR GUARANTEE

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CANADA
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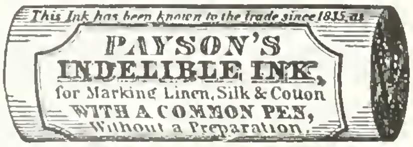

This Ink has been known to the Trade since 1835, as
PAYSON'S
INDELIBLE INK,
for Marking Linen, Silk & Cotton
WITH A COMMON PEN,
Without a Preparation.

THE OLDEST - THE BEST

Received Medal and Diploma at Province of Quebec Exposition, Montreal, 1897.
Trade supplied by all leading Drug Houses in the Dominion

WILSON'S

FLY PADS

Advertising for 1910 will be much better in quality, and greater in quantity than in previous years, and if the season is at all favorable another large increase in sales should result.

ARCHDALE WILSON
HAMILTON.

HORLICK'S MALTED MILK

Served Piping Hot in Quaint Mug
or Dainty Cup,
with Crisp Salted Wafers

This Formula will appeal to your Fountain Patrons.
TRY IT

Horlick's Malted Milk.......	2 tablespoonsful (heaping)
Whipped Cream...............	2 tablespoonsful (heaping)
Chocolate Syrup..	1½ ounces

Stir well, making smooth paste Add hot water to fill container Top off with powdered nutmeg

HORLICK'S MALTED MILK CO.

GILMOUR BROS. & CO., 25 ST. PETER STREET
MONTREAL

about two-thirds of the quantity of oil which was produced by last year's livers. At present it cannot be definitely stated what the total result of the season's fishing will be, but it is not anticipated that the total yield of oil will be anything like so large as last season. Buchu leaves, which have been maintained at famine prices for some time, are slightly receding in value. Ipecac is still firmly held at the very high price of 8 - per lb. for real Rio.

* * * * *

The treasurer of the Pharmaceutical Society, Mr. Walter Hills, has resigned his position after serving the chemists' council in various capacities for the very long period of almost 30 years. This resignation is quite an event in the pharmacy of this country, as the name of Hills has for long figured prominently in matters pharmaceutical. Mr. Hills has retired owing to the state of his health, which renders it impossible for him to give the necessary attention to the affairs of the Society. Walter Hills has been a member of the Pharmaceutical Council since the year 1883 and he was elected to the office of President of the Ph. Society in 1896. So successful was his tenure of the position, and so keenly appreciative were his fellow workers of his distinguished abilities that he was twice re-elected President. In parliamentary and administrative work Mr. Hills has the satisfaction of seeing many of his ideals crowned with success. He retires full of honour and with the best wishes of every pharmacist in the country.

* * * * *

The death of Charles Noel Layman, director of the firm of Wright, Layman & Umney, Ltd., wholesale druggists and proprietors of Wright's Coal Tar Soap, occurred at Bickley, Kent, on Feb. 19. Mr. Layman had been connected with the drug trade for 40 years and was well known to the craft in London and the provinces. He was 69 years of age.

* * * * *

The Directors' Reports of two companies whose names you readers will be very familiar with, have just been published. Messrs. Southall Bros. & Barclay, Ltd., of Birmingham, have had a successful year's trading and the directors announce a dividend of ten per cent., free of income tax. The profit for the year, after meeting all expenses, amounted to £17,013. Messrs. Evans Sons, Lescher & Webb, Ltd., who are largely interested in the National Drug & Chemical Company, also did a satisfactory year's business and they are paying a dividend of ten per cent., free of income tax.

* * * * *

Infringement of the Pharmacy Acts led to the appearance of George Coverdale, Ltd., at York Police Court on Feb. 24, on a summons for selling morphine which was not distinctly labelled with the name and address of the seller. On defendant company undertaking to use proper labels in future and paying £2.2.0 costs the case was disposed of.

YOU MUST TELL THE PEOPLE.

You must tell the people what you have to sell, why they should purchase from you, and something of the value you offer them in return for their money, says The Commercial. Too many have got into the habit of thinking that because they have been a long time in business everyone must of necessity know all about them and their wares, and it is only a waste of time and money to go on repeating the story. Too many have got into this rut, gone to sleep on their jobs, and they wake some fine morning to find that even that which they did have they have failed to hold. Some other fellow has set up next door and started right in to tell the people that he is the whole thing to the trade, and kept on telling it to them till they came to believe him, and this belief soon resulted in turning what at first was only a boast into an accomplished fact. The old-established house has gone to pieces while the owner slept, and the young, wide-awake rival has built upon the ruin. This process is going on around us every day. In every city or town in the older parts of Canada you can find old firms disappearing and new ones taking their places. If you will investigate you will find in nearly every case that the cause of the decline of the former is the mistaken notion of the owners that old age is respected in the business world, and that it is undignified for a long-established firm to sing its own praises into the public ear.

NO ADVERTISEMENTS.

General Secretary Charles Caspari, Jr., has again issued the annual notice required by action of the American Pharmaceutical Association at the meeting at Put-in-Bay, September, 1899, "that no advertisements shall be solicited or accepted for any of the publications or programmes issued in the name of the American Pharmaceutical Association."

During the ten years that this resolution has been in force the association has grown in membership, gained enormously in prestige and sustained an accession of prosperity that proves the wisdom of the course adopted by the members a decade ago, says a contemporary. It is an example which all associations may follow to their ultimate advantage, and those that have already abandoned the solicitation of contributions and the annual canvass for advertisements are so well pleased with the results of the change that they will never return to the old system.

Strong lye in an ant bed is just as potent as carbon disulphide and not as dangerous, especially if the hill is near the house.

SHOW BOTTLE COLORS.

With the advent of spring, when everything about the store should look as fresh and inviting as possible, it may be that the show bottle colors require "toning up." The following give very satifactory colors:

Green.

Nickel	120 grs.
Nitric acid	1 oz.
Potassium bichromate	120 grs.
Water, sufficient to make	1 gal.

Dissolve the nickel in the nitric acid and add the solution so formed to the water in which the postassium bichromate has been previously dissolved.

The bottles should be thoroughly cleansed from time to time and the liquids filtered or else renewed to insure good lively sparkling colors.

The formulas given below are taken from various sources and found from practical tests to give as near the desired results as it is possible to get:

Amber.

Dragon's blood	45 gr.
Sulphuric acid	3 dr.
Distilled water	2 gals.

Powder the dragon's blood and macerate in the acid for 20 to 30 minutes, then add the distilled water and filter.

Blue.

Copper sulphate	16 oz.
Sulphuric acid	1 oz.
Water	2 gals.

Dissolve the copper salt in water, add ammonia water until the precipitate first formed is redissolved, and add the remainder of the water.

Crimson.

Solution of iron chloride	10 drs.
Water of ammonia	1 oz.
Acetic acid	2 ozs.
Alcohol	6 oz.
Distilled water	2 gals.

Add the solution of iron chloride to the water; then add the alcohol, acetic acid and water of ammonia, and filter.

Orange.

Dissolve 8 ounces, av., of potassium bichromate in 2 gallons of water. The shade may be varied by adding nitric, sulphuric or hydrochloric acid and filter. Instead of using any of these acids, 120 grains of chromic acid may be dissolved in the water.

Pink.

Sodium salicylate	16 grs.
Tincture of iron chloride, Hydrochloric acid, of each	sufficient.
Water	2 gals.

Dissolve the sodium salicylate in the water and add (cautiously) tincture of iron in single drops until the proper tint has been realized.

Purple (Brilliant)

Copper sulphate	120 grs.
French gelatin	60 grs.
Liquor potassa	32 ozs.
Water	sufficient.

Dissolve the copper salt in 2 fluidounces of water, and the gelatin in the same amount of boiling water; mix the two solutions, add the liquor potassa, shake the mixture, let stand 10 hours, decant the clear liquid, and dilute as desired with water.

Purple.

Verdigris	1 oz.
Ammonia	1 oz.
Water	6 ozs.

Dissolve.

Red.

Dissolve carmine in water of ammonia, liquor potassa, and reduce with water to the desired tint.

Red.

Cochineal	100 grs.
Potassium bitartrate	75 grs.
Sulphuric acid	6 drs.
Distilled water	2 gals.

Boil the cochineal and potassium bitartrate in water until exhausted; allow to cool, add the sulphuric acid and filter.

Violet.

Cobalt nitrate	4 ozs.
Ammonium carbonate	2 gals.
Copper ammonio-sulphate	sufficient
Water	2 gals.

Dissolve the cobalt nitrate in the water saturated with ammonium carbonate, and add of the copper ammonio-sulphate sufficient to produce the desired tint.

Yellow.

Potassium bichromate	10 ozs.
Nitric acid	20 ozs.
Distilled water	2 gals.

Dissolve the potassium bichromate in the water, and add the nitric acid; filter.

A "Rainbow" Show Globe.

"Rainbow" show globes, that is to say, show globes containing bands of liquids of different colors, are very striking, and can be prepared by observing the following principles: (1) The liquids must be introduced in the order of their specific gravities, the heaviest first, the next heaviest second, and so on; (2) each strata must be so arranged that it will lie between strata of liquids with which it is not miscible. (3) Care must be taken that the coloring matter of each stratum is insoluble in the media immediately above and below it.

The liquids generally used as solvents are oil of turpentine, olive, cottonseed, almond and castor oils, glycerin, chloroform, alcohol, and a number of others that should readily suggest themselves. The following will serve as an example of the process of making such a jar:

Buy Two Dozen and Save Fifty Cents.

PE-RU-NA

For Coughs, Colds, Grip and Catarrhal Troubles.

Schedule of Prices:

Less than 1 Dozen	$8.75
One Dozen	8.50
Two Dozen Lots	8.25
Twelve Dozen Lots	8.00

These prices less 5% if paid within thirty days.

The Great Winter Campaign of Advertising is Just Begun. Now is the Time to Stock Up.

THE PERUNA COMPANY, COLUMBUS, OHIO.

Branches: Mexico City, Buenos Ayres, Montreal, Canada; Melbourne, Australia; Calcutta, India.

Merit—Popularity—Success

The success of a product or preparation depends on its merit—continued success on continued merit.

The popularity of "Frosst's" preparations has grown into favor, year by year, solely on this basis.

The highest standard has been set for all preparations manufactured to bear the "Frosst" label, resulting in the growth of our business being steady and consistent, year by year.

"Frosst's" pharmaceuticals merit confidence—secure confidence—retain confidence.

The specification of "Frosst" when ordering through your wholesaler ensures satisfaction.

Charles E. Frosst & Company

MONTREAL.

"EVERYTHING IN DRUGGISTS' GLASSWARE"

Bottles here illustrated are

Canada's Best

—For the—

Druggist's General Use

Standard Canadian Oval List

The Da-Zee is the largest non-panelled bottle on the market

½ ounce	$3.00	5 gross cases	
1 "	3.00	5	"
2 "	3.40	5	"
3 "	4.20	3	"
4 "	4.80	3	"
6 "	5 80	2	"
8 "	7.20	2	"
12 "	10-00	1	"
16 "	12.00	1	"

Prices subject to trade discounts

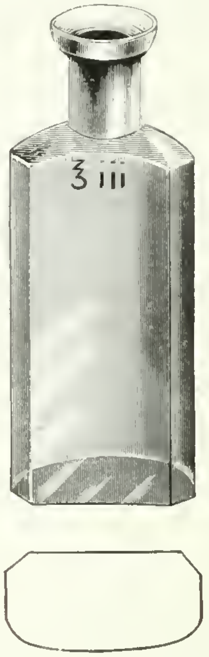
The Pharmacy is our newest Oval 1910 style. Have you seen

IT

The Da Zee R Oval
sizes, ½ oz. to 8 oz. inc.
SPECIAL SIZE
1½ ounce capacity
3 and 5 gross cases
List $3 40 per gross

THE BEAVER FLINT GLASS COMPANY
OF TORONTO, LIMITED.
DRUGGISTS' GLASSWARE
TORONTO - - CANADA.

The Pharmacy R Ova
sizes, ½ to 16 oz. inc
SPECIAL SIZE
6 dram capacity
3 and 5 gross cases
List $3 25 per gross.



No Fumes or other Inconvenience **THE DEODORIZING DISINFECTANT**

Absolutely Odorless ! Non Poisonous !

The "Rapid Cleaning Cartridge"

When the Rapid Cleaning Cartridge (Powder) is brought in contact with moisture or water different chemical processes take place which act in a deadly manner on all **BACTERIA** and organic formations.

The "R. C. C." eliminates all foul odors; leaves none of its own.

Put up in Packages. Retail at 25c.

ONE PACKAGE MAKES 5 TO 10 GALLONS SOLUTION

AGENTS WANTED EVERYWHERE

Meadow St., Fort Bombay, 24th Feb. 1899
D. FERNANDEZ & Co.
Chemists, Es't. 1870

I have tried the samples of R. C. C. you sent us, in three places; after five minutes I found 75% of the matter was disinfected. I then allowed it to stand for half an hour, I then found 90% was disinfected, with kind regards. Yours sincerely

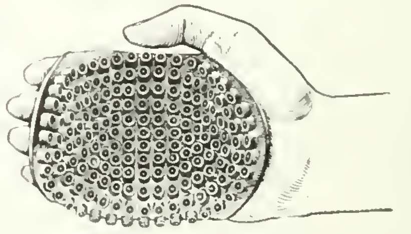
D. Fernandez Co., New York, N.Y.
Original at office of R. C. C. Wk's. 1996 Belmont Ave.

The R.C.C. was used exclusively at the Thyphoid Epidemic at Stamford, Conn., U.S.A., in 1895.

Sole Canadian Distributant
OTTO T. E. VEIT
28-30 Wellington St., West Toronto, Ont.

WILLIAM E. BOON,
612-613 Lindsay Building - Montreal
Sole Selling Agent for Province of Quebec

Dunlop Beauty Brush:



The trade will find this the best seller among all the toilet articles in its class. Made of fine soft rubber with vacuum cups and inner pencils, or articulators.

Write for prices and our catalog of Druggists' Tubing and Rubber Sundries

DUNLOP TIRE and RUBBER GOODS CO.
LIMITED
Toronto, Montreal, Winnipeg, Vancouver
Victoria Calgary St. John, N.B.

For the base, or bottom stratum, we will take a blue, for which indigo sulphate dissolved in sulphuric acid will answer. For the second we will take chloroform alone. The third layer may consist of glycerin tinted with caramel; the fourth, castor oil colored with alkanet root; the fifth, proof spirit tinted with anilin green; the sixth, cod liver oil carrying 1 per cent. of oil of turpentine; the seventh, alcohol tinted with violet anilin, and so on.

The liquids must be introduced through a tube, the lowest point of which should approach the surface of the layer previously introduced as closely as possible without actual contact, and the point directed against the side of the jar or globe, so that the liquid may flow as gently as possible and spread itself over the surface without disturbing the same.

STORE ATTRACTIVENESS.

The time has gone by when entire dependence, in the matter of making and holding trade, can be placed on the selling of such goods. Almost every store of any respectability nowadays sells pretty fair goods and gives pretty fair values. It is no longer a singularity to do this, no longer a sure passport to public favor.

Of course no store can be permanently successful unless it sells good goods, but we must guard ourselves against believing that good merchandise is the only requisite.

Attractiveness of store appearance, inside and out, has become nowadays a very, very potent trade winning factor.

Probably no one thing has so much to do with the impression a store produces on its visitors—not even attentiveness and courtesy of the sales-people.

Surface indications determine the judgment of the masses of buyers. They are not, in the main, discriminating judges of the merchandise, however much they may fondly cherish the delusion that they are.

But every one, however little fitted he or she may be to accurately analyze the general character of a store's merchandise, is certainly fully capable of judging a store's general appearance.

Quality of merchandise and prices being fairly equal, the store that is attractive in fitting and arrangements will outdraw two to one the store that is rather old-fashioned and commonplace in these respects.

The store with the old-fashioned, dingy-looking front, with old counters and fixtures, and a jumbled-up, unkempt-looking stock, is laboring under a heavy handicap, which it will take more than good advertising to overcome.

Good advertising will not offset the effects of bad stock-keeping.

Keeping stock in apple-pie order—having everything neat and orderly and scrupulously clean—is an absolute essential to restful advertising.

Advertising can bring people into the store, but it cannot make them buy or induce them to visit the store a second time if the first visit is unsatisfactory.—Business Help.

COLOR HARMONY IN WINDOW DRESSING.

Lilac and gold harmonize.

Lilac and cherry harmonize.

Lilac and scarlet are harmonious.

Lilac and crimson harmonize.

White and scarlet harmonize.

White and pink harmonize.

Black and white, a perfect harmony.

Black and orange, a rich harmony.

Black and brown, a dull harmony.

Black, white, yellow and crimson harmonize.

Black, orange, blue and scarlet harmonize.

Red, orange and green harmonize.

Scarlet and blue harmonize.

Scarlet, blue and yellow harmonize.

Crimson and gold, a rich harmony.

Yellow and purple, an agreeable harmony.

Yellow and lilac, a weak harmony.

Yellow and white, a poor harmony.

Yellow and chestnut harmonize.—Paint and Drug Rev.

TAKING LIFE SERIOUSLY.

I am just beginning to think that at the present age life is now more of a serious proposition than I have ever viewed it before, and I am getting down to business. In the past I did not give it much consideration and let things, to a certain extent, take their own course. But I believe that we should give every small detail in our life the utmost attention. I think it is a good plan for a man not only to go with men of his own calibre, but to try and go with those that are better, and see if he can raise his personal value in the stock market of other's minds. Another point I am just beginning to see is, why associate with a certain class that is of no value and could not do you any good if you wanted help or reference?—Extract from Travelling Salesman's Letter.

LEST WE FORGET TO FORGET.

We have biblical authority to forget. The apostle said, "Forgetting the things which are behind us, let us press forward to the mark of our calling." Don't worry over the mistakes of the past, but rather use them as stepping-stones to future success. The past has vanished forever down the corridors of time. Therefore, "let's be up and doing with a heart for any fate, learn to labor and to wait." Very often success grows out of failure. Meantime it is well to remember in this age of progress and wolfish greed for gold in the business arena. It seems almost necessary that Greek meet Greek.

A HOME-MADE STILL.

By J. K. Stephany, Two Rivers, Wis.

(Read before the Wisconsin Pharmaceutical Association.)

The apparatus we have found most useful is a modified Remington still. This modified apparatus is constructed as follows: A copper wash boiler is fitted with a deep rim one-half inch in depth, into which the lid fits. At the centre of the lid an elbow is attached of such a size that the condenser of a Remington still can be connected with it. A screen on legs nine inches long is provided, which fit into the kettle.

This apparatus can be put to various uses. It is used as an ordinary boiler for the heating of water, making of syrup, moistening of drugs, and other things that may be suggested. It is also used as a still for making distilled water. In this case—and whenever it is used as a still—the space in the lid above the rim is filled with a lute of plaster Paris and linseed meal. About ten gallons of distilled water can be obtained during a working day at one charge of the apparatus.

It takes the place of a tincure press in recovering the alcohol from exhausted drugs. The charging and discharging of a press is very slow, and when working with large quantities of drugs we have spent all the spare time of a day in the expression of a quantity of dregs.

We have found it profitable to gather these dregs of the stronger alcoholic products in a tin can until a sufficient quantity has accumulated when a quantity of water is poured into the specially constructed wash boiler and the screen put in. A moistened cloth is then laid over it and the accumulated dregs placed on top the residuary, alcohol being expelled by the steam generated under it from the boiling water.

In the course of time we have dropped the tincture press altogether and recover the alcohol as just explained; in this way we have done away with the part of the work most irksome and tedious in the process of making fluid extracts.

Such a still might also be used in cases where distillation is employed in the manufacture of aromatic waters by placing the drug on the covered screen and driving out the medical properties with steam in the same manner that alcohol is recovered from the dregs.

In closing it might be well to suggest that in selecting all apparatus, where the choice is between tinned iron and copper, always choose copper. The first cost is considerably more, but the copper far outlasts the tin, and there is no danger of rust and thus darkening preparations containing tannin.

Kerosene oil emulsion is as useful for sorehead of chickens and ticks of cattle as the carbolated soaps and ointments.

THE TYPEWRITER NOW A NECESSITY.

There is an increasing tendency on the part of progressive pharmacists to adopt the use of the typewriter for writing labels and copying prescriptions. This is a step in the right direction. There is no reason why druggists should be behind other business men in point of equipment and office facilities. The typewriter has become a necessity in the transaction of business; it is as much a necessity to the druggist as to any other merchant. The time is not far off when the pen-written label will be as rare as is the long hand letter to-day. Prudence demands the use of typewriters. Many fatal blunders due to the misreading of hastily scrawled directions will be avoided when all druggists' labels are typewritten. —Pharmaceutical Era.

THE USE OF SACCHARINE SOLUTIONS FOR MERCURIAL INJECTIONS.

By MM. Demoulieres and Lafay.

Solution of mercury benzoate rendered hypertonic by the addition of sodium chloride is the least painful of the solutions employed for the administrations of soluble salts. The formula recommended by Prof. Gaucher is as follows:

Mercury benzoate, recently prepared......	1 Gm.
Sodium chloride	2.5 Gm.
Sterilized distilled water, sufficient to produce....	100 C.c.(mils)

This formula gives a 1 per cent. solution, of which 2 mils is usually injected daily, but it may be increased to 3 mils, if necessary, without inconvenience. M. Gaucher, as much from the point of view of stability as from that of tolerance on the part of the patient, prefers a 1 per cent. solution to one of any other strength. To render this solution quite painless the use of cocaine has been advocated, but the addition has many disadvantages, and as these may be avoided by the use of isotonic sugar solutions, as advised by Fleig, the following formula is recommended as very satisfactory:

Mercury benzoate, recently prepared..	1 Gm.
Sodium chloride, pure...............	1 Gm.
Saccharose, pure....................	10 Gm.
Sterilized distilled water, sufficient to produce	100 C.c.(mils)

An important detail in preparing this solution is in the matter of sterilization: it should not be sterilized in an autoclave, because there is danger of a certain amount of reduction of the mercurial salt. It is best done by filtration through a porous cylinder. These injections are much less painful than those made with cocaine.

So far as can be foreseen, the solutions of benzoate are not the only ones than can be used in this way, for the same points may be brought out in favor of the biniodide as in the following formula:

Mercuric iodide, recently prepared....	1 Gm.
Sodium iodide, dry and pure.........	1 Gm.

NA-DRU-CO

SPRING REMEDIES

SARSAPARILLA

BLOOD PURIFIER

HERB TABLETS

HERB TEA

CELERY NERVE TONIC

NERVOZONE

SYRUP HYPOPHOSPHITES

ADVERTISED GOODS at the prices of NON-SECRETS

NA-DRU-CO QUALITY will help you build up your business.

NA-DRU-CO SALES will help you build up your bank account.

SOLD ON AN ABSOLUTE GUARANTEE

MONEY BACK IF NOT SATISFIED

NA-DRU-CO

TORONTO - HAMILTON - LONDON

250,000 Spraybrushes Next Six Months Sales

How many will you need for your territory? The Spraybrush is the Biggest Spring and Summer Seller for Enormous Profits in your line. Extraordinary Merits and Great Advertising Campaign back of it.

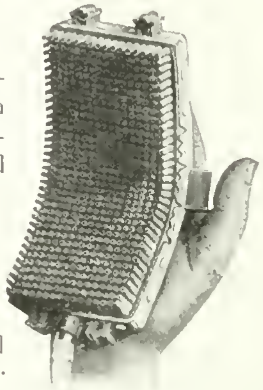
Ideal for Quick Morning Shower

Nationally Advertised

Full and half page advertisements with compelling illustrations, prepared by the leading advertising experts in the country, will appear throughout the Spring and Summer months in the best pulling publications of national circulation, among which are-

The Saturday Evening Post
Everybody's Magazine
Literary Digest
American Magazine
Progress
Collier's
Munsey's
McClure's

This widespread advertising reaching every city, town and village in the United States, will start the people to your store. The



Knickerbocker Spraybrush No. 1

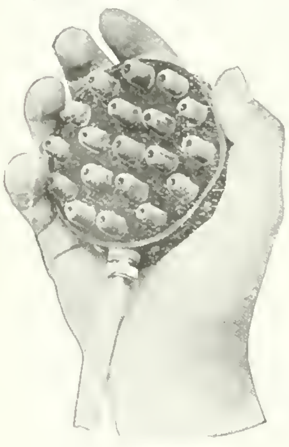
Knickerbocker

Spraybrush

—literally three brushes in one—*Shower, Shampoo* and *Massage*—will sell on the face value. Slips on any faucet—siphon attachment for *homes not supplied with running water or bath rooms.* A boon to country homes. Makes the indoor bath as vigorous and healthful as the splash at the seashore. Gives Shower, Needle, Spray, Frictional Bath and Massage all in one. Saves time, labor and water. Absolutely sanitary and self-cleaning. The rubber "teeth" get the dirt out and stimulate the circulation as no bristle brush, fibre, sponge or cloth can. We guarantee every Spraybrush for one year and back up the guarantee.

Shampoo Brush

with rubber ducts to stimulate finger tips, gives the ideal scalp massage and shampoo for men and women. Used by barbers and hair dressers. No home should be without one.



Shampoo Brush No. 7

Your Trade

will recognize the benefits of the Spraybrush on sight and the fine talking points will make a scale to 90 per cent of your good customers the first season. For mothers with young children to bathe it is a God-send and makes easy the gradually increasing cold shower the physicians recommend for puny children. One dozen sales in thirty days is nothing for dealers with limited trade. The spring demand for country homes and summer cottages will be brisk.

We furnish dealers—FREE—attractive display cards, illustrated booklets for advertising and everything needed to make **lively sales from the start.** Write to-day for dealers' folder and net price list showing liberal profits to you.

The PROGRESS COMPANY, 917 Rand-McNally Bldg., CHICAGO, ILL.

Sterilized physiological serum, sufficient to produce	100 C.c.(mils)

These injections are usually rather painful, especially in town patients. But if, on the other hand, the physiological serum be replaced by a 10 per cent. aqueous sugar solution, the injections are very easily borne, and the sugar is altogether a great improvement.

The formula giving the best results is:

Mercuric iodide, recently prepared....	1 Gm.
Sodium iodide, pure and dry.........	1 Gm.
Saccharose, pure....................	10 Gm.
Sterilized distilled water, sufficient to produce	100 C.c.(mils)

This is sterilized in the same way as the benzoate solution.—Translated from L'Union Pharmaceutique, reprinted from the Pharmaceutical Journal.

PROPOSED NATIONAL FORMULARY VEHICULA.*

A New Class of Liquid Diluents for Prescription Use.

By Louis Emanuel.

There is need for a class of fluid preparations to be used as vehicles, or solvents, differing in character from any preparations at present available for the purpose indicated. That this is true is evidenced by the great popularity of a number of proprietary preparations which have made their appearance and been eagerly taken up by the medical fraternity during the past decade, such as Lactopeptine, Spirit of Pepsin, Pineapple Juice and Pepsin, Pinagestine, etc.

My attention was called to this matter by a suggestion presented by Mr. O. J. Ohliger, that the various medicated waters with a 20% addition of glycerin could be placed in the Pharmacopoeia under a definite title with great advantage. Objections would no doubt spring up against this suggestion, advanced by hundreds of theorists, and I am free to confess that I myself, upon first thought, objected to the plan as unnecessary (and I pride myself on the fact that as a theorist I have never made a success), reasoning that should the physician think glycerin would prove a valuable addition to this prescription he could so indicate when writing it. But it appears that when one presents the subject in that light to the practitioner he objects that he does not want to be considered a "shot-gun prescriber" and if there was such a class of preparations available under a distinctive name he would avoid being so classed.

Thoughtful physicians are seeking for solvents which do not contain sugar, yet at the same time possess a pleasant, palatable taste and contain little or no alcohol. They claim that in the presence of the patient, and with his symptoms in mind, they are not in mental condition to think of and construct palatable combinations, the latter being the duty of the pharmacist, and they look to him to supply their needs along such lines. And who can say them nay?

I favor the keeping of the National Formulary within the lines which prompted its existence, even though that might necessitate the creation of succedaneous preparations to keep pace with the exploitation of secret formulas; this I would do even though the higher ethical theorists should shout "substitution," so long as it is such in name only. When your child standing before a glass mirror cries for a hammer, would it be a crime to give it a gum rattle instead?

Therefore I urge this branch to use its best efforts towards bringing about the adoption by the National Formulary committee for inclusion in that volume of formulas the following new class of preparations which may be used as solvents, diluents or vehicles:

Vehiculum Rubrum (Red Vehicle).

Asarum, No. 60 powder..........	15.00 gm.
Cudbear, No. 60 powder..........	1.00 gm.
Alcohol..........................	25.00 cc.
Glycerin.........................	50.00 cc.
Water...........................	175.00 cc.

Exhaust the mixed drugs with the menstruum by percolation.

Vehiculum Album (White Vehicle).

Spirit Aurantii Compound U.S.P.	3.00 cc.
Glycerin........................	50.00 cc.
Water...........................	197.00 cc.

Mix the spirit and glycerin and add the water.

Vehiculum Ananash (Pineapple Vehicle).

Alcohol.........................	15.00 cc.
Glycerin........................	25.00 cc.
Pineapple juice..................	60.00 cc.

The fruit of Ananassa sativa is pared and sliced, ground in a gem chopper, and the juice expressed through muslin. The juice is then mixed with the alcohol, glycerin and purified talc, 7.00 gm. Allow the mixture to stand for 24 hours and filter through paper, or filter immediately.

Vehicle Peppermint, Cinnamon, etc., may be prepared by simply adding 20 parts of glycerin to 80 parts of the respective medicated waters.

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*From a paper written for the meeting of the Pittsburg Branch, American Pharmaceutical Association.

EFFERVESCENT PREPARATIONS.

The Citrare of Magnesia and Effervescent Sodium Phosphate, manufactured by E. G. West & Co., are claimed to be as nice articles of their kind as are on the Canadian market today.

INTERESTING EXPERIMENTS WITH EXTRACTS.

At the annual meeting of German Natural Scientists and Physicians held in Salzburg some interesting pharmaceutical papers were read. Dr. R. Firbas communicated the results of his investigation regarding the value of glycerin in fluid extracts, based on fluid extracts prepared in exactly the same manner, but in one instance with and in another without the addition of glycerin. The extracts were then analzed after a period of one, two and three years, and the following conclusions were arrived at:

The alkaloid or glucoside content decreases relatively quicker in the case of extracts not containing glycerin; this is especially marked in extract of cinchona, extract of kola and extract of condurango, but scarcely appreciable with extract of hydrastis. The residue or drying also decreases after a lapse of time in the case of glycerin free extracts, especially in the extracts of cinchona and kola, less with extracts of condurango and hydrastis, and least of all with extract of ergot.

In the case of extracts containing glycerin the alkaloid content and dry residue show such little variation within a period of three years' observation as to be negligible for practical purposes.

The decrease in alkaloid or glucoside content in extracts prepared with or without glycerin is relatively higher during the first year.

D. O. Tunmann read a paper dealing with the proportion of alkaloid present during growth in the leaves of Pilocarpus Pennatifolius and Coca. In the case of Pilocarpus he found that the absolute amount of alkaloid increased, but the percentage decreased. Fifty leaves measuring up to eight centimetres were found to contain Gm. 0.03 of alkaloid, or 0.235 per cent.; fifty leaves not exceeding ten centimetres contained Gm. 0.04 of alkaloid=0.226 per cent., and fifty leaves measuring up to sixteen centimetres yielded Gm. 0.062 of alkaloid, or 0.2 per cent. When stored in a careless manner, especially in the presence of moisture, it was found that the alkaloid content decreased by as much as 50 per cent. within six weeks. In the expanded leaf of coca no increase of alkaloidal content was noticeable or further growth. This was ascertained by dividing 200 leaves exactly along the middle rib and removing the one half. On analysis these were found to contain Gm. 0.022 of alkaloids=1.06 per cent. The other half were removed two months later and yielded Gm. 0.0225 of alkaloids, or 1.01 per cent. At the same time it was found that the alkaloids present in the seeds are dissolved by the water of germination and therefore disappear to a greater extent the more soluble they are in water. During the ten weeks of germination seeds of coca lost almost all their alkaloids; nux vomica, on the contrary, lost only 0.168 per cent.—American Druggist.

MERCK'S ORGANO PREPARATIONS.

All tablets containing **Merck's** organo preparations such as f.i. **Thyroidin Tablets, Ovaria Tablets**, etc., will in future be supplied chocolate or sugar-coated, because they thus keep better.

Very favorable results have been recently obtained with **Veronal** and **Veronal Sodium** in the prevention and treatment of seasickness. In mild cases ½ gramme (1 tablet crushed) at bedtime with a little water. During prolonged rough weather 2 doses each ½ gramme during 24 hours in as little water as possible (large quantities of liquid promote vomiting, the easily soluble Veronal **Sodium** is therefore to be preferred). If the patient succeeds in retaining the dose for ten minutes, he is sure of being spared from seasickness for 10 to 12 hours.

NOTE ON DISPENSING SYRUP OF WILD CHERRY.

Mr. J. C. Umney, Ph.C., F.C.S., in a note on syrup of wild cherry, called attention to the fact that this preparation, when made from certain barks found in commerce, caused a precipitation of alkaloids, such as codeine and heroin, when combined with salts of these. He submitted two samples of imported bark, one comparatively thin, which might be the bark of the younger branches of prunus serotina; another much thicker, more astringent and, as was seen by preparing an infusion of the two barks, much weaker in hydrocyanic acid.

The syrup produced by the second bark was slightly darker in color and more astringent than that prepared from the first. This was a comparatively unimportant matter, although the syrup is largely employed for flavoring value alone.

"It must not be overlooked, however," continued Mr. Umney, "that the syrup is now largely used for cough remedies in which the important soothing bodies, such as heroin and codeine are contained. With these alkaloids the astringent syrup, and indeed most of the syrups of Virginian prune on the market, naturally cause precipitation of the alkaloids. They should be dispensed, therefore, with the greatest caution. The difficulty could be overcome, or to some extent obviated, by the selection of bark containing a minimum of tannin. If the bark is to continue to have official recognition in the new British Pharmacopoeia the characters should be so set out, and if possible tannin limitation tests included, so as to select a bark of the least possible astringency."

Syrup bottles ought to be washed with water, then introduce a little lye, and finally wash again in water.

"That doth renew Swifter than blood decays."—SHAKESPEARE

Time Has Proved

that [illegible] in the [illegible] if your power and vigour are waning [illegible] if despondent [illegible] mind or weak [illegible] "Wincarnis" [illegible] vital [illegible] blood, build up new [illegible] of body and brain. "Wincarnis" [illegible]

renews the lost vitality that nature needs for perfect health, fortifying every organ of the body to ward off ill health and disease. [illegible]

"WINCARNIS"

a trial. You can test it free to-day. Its remarkable power of imparting strength and vigour is quickly apparent. In [illegible] little rest, and must therefore suffer from the ill-effects of overwork both of body and brain. But if "Wincarnis" is taken [illegible] counteracted and speedily vanish, "Swifter than blood decays," building up with surprising readiness the lost vitality in Nature's [illegible]. During convalescence it is unequalled. The unbiassed opinion of thousands of medical men and nurses for nearly thirty years has proved [illegible] and "Wincarnis" has been proclaimed in nearly every quarter of the world.

NATURE'S GREATEST AND MOST RELIABLE RESTORATIVE.

By Royal appointment to the King and Queen of Spain. Supplied to the House of Lords and House of Commons. Supplied to H.'s Majesty's Forces and the Royal Army Medical Corps. Gold Medal Franco-British Exhibition, London, 1908. 7 Gold Medals awarded. Sold by all leading Drug Stores.

Sole proprietors:—COLEMAN & CO., Limited, WINCARNIS WORKS, NORWICH, ENG.

TANGLEFOOT

THE ORIGINAL FLY PAPER

For 25 years the Standard in Quality

ALL OTHERS ARE IMITATIONS.

THE LEADING LINE!

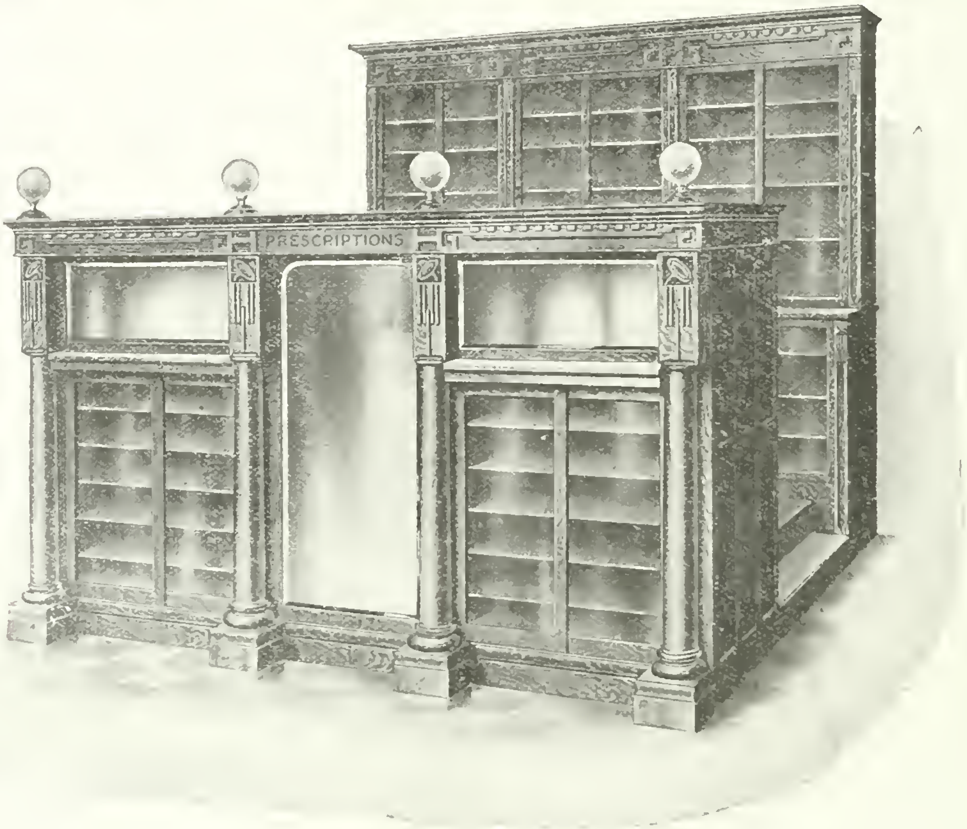
BEECHAM'S PILLS

Notice to the Trade.

The proprietor of Beecham's Pills begs to notify the Retail Drug Trade of Canada that he has made fresh arrangements for the wholesale distribution of Beecham's Pills throughout the Dominion, whereby the following firms will, until further notice, act as distributing agents:—

All branches of the National Drug and Chemical Co. of Canada, Limited
Messrs. Lyman's Limited, Montreal
Messrs. Lyman Bros. & Co., Ltd., Toronto
Messrs. Martin Bole & Wynne Company, Winnipeg

Retailers should apply to the above firms for revised prices for small quantities, and further reduced price for half-gross lots. Beecham's Pills are being largely advertised, and the demand is rapidly increasing.



The

Innovation Prescription Case

Our Latest Idea for Labor Saving in the Modern Pharmacy

The Innovation Prescription Case consists of a complete Dispensing Counter, that stands out in the front store, the front of which consists of handsome perfume cases and mirrors, and of sufficient height to prevent the customer looking over top of same.

The Dispenser stands on a raised platform and has a full view of the store while at work. The advantages of this are manifest, it prevents pilfering, keeps the waiting customer patient, and in a store doing a large dispensing trade, practically saves employing an extra clerk.

Send for Catalogue and special circulars which give full descriptions.

JONES BROS. & COMPANY, Limited

HEAD OFFICE:
29-31 Adelaide St., West
TORONTO, Can.

Drug Store Builders
TORONTO, ONT

BRANCHES:
MONTREAL
OTTAWA
WINNIPEG

THE SODA FOUNTAIN

Now that spring is fairly upon us, the soda water season will soon commence in real earnest, and those druggists who have soda fountains should see to it at once, if they have not already done so, that their fountains are thoroughly overhauled, so that if repairs are needed or any part of the fountain needs readjusting it can be done before the season fully sets in.

The soda fountain has become a very valuable asset to many retail druggists, and the demand for "soft drinks" which are served at the soda fountain counter, is vastly on the increase. Two essentials are necessary in the dispensing of soda water. In the first place everything must be made and kept as spotlessly clean as possible, and nothing but the very best should be served. There cannot be anything too good or too enticing to cater to the epicures' taste and druggists who wish to cultivate the best class of trade and secure the largest profits cannot do so without keeping up to the highest standard.

We give a few formulas for soda fountain specialties, a number of which are new this season, and which will probably be of value to many of our readers.

Grape Juice Drinks.

Grape Juice Plain.—To a small glass half full of chipped ice add the juice and serve with straws.

Grape Punch.—This is made by pouring grape juice to the amount desired over cracked ice in a punch bowl. Sweeten with sugar or syrup, and add slices of various fruits, such as oranges, pineapples, etc.

Syllabub.—Fresh cream, one quart; white of four eggs, grape juice one glass, powdered sugar two cups. Whip half the sugar with the cream, the remainder with the eggs, and mix well; add the grape juice and pour over sweetened sliced oranges and bananas, or strawberries and pineapples. Serve cold.

Grape Water Ice.—Grape juice, one pint; juice of two lemons, juice of two oranges; water, one quart; granulated sugar, one pound; dissolve and mix, then freeze slowly.

Grape Sherbet.—Grape juice, one and one-half pints; water, two pints; sugar, one and one-half pounds. Freeze medium stiff. Take the whites of two eggs and two tablespoonfuls of powdered sugar, beat thoroughly, then stir the froth into the sherbet. Freeze as hard as possible.

Grape Ice Cream.—One pint of grape juice, one quart fresh cream, one pound granulated sugar; bring one-half cream to a boil and add sugar. When cold, add other half of cream and add grape juice Freeze.

Grape Syrup.—Grape juice, 1 quart; fruit acid, 1 ounce, soda foam, 1 ounce; syrup, to make, 1 gallon.

Grape phosphate syrup may be made like the above omitting the soda foam, adding a few dashes of phosphate to each glass. The egg phosphate is prepared like other egg phosphate and this may be topped off with nutmeg and cinnamon or with whipped or marsh mallow cream.

Grape Float.—Make a plain soda lemonade, leaving about one inch to top of glass; carefully pour down one side of the glass sufficient grape juice to fill. Serve straws.

Grape Milk.—Serve equal parts of grape juice and milk in a thin mineral water glass.

Pineapple Fruit Salad Sundae.—Take one-half pound whole English walnuts (meats), one-fourth pound whole pecan meats; one-half pound blanched sweet almonds; one pint crushed Hawaiian pineapple. Place these in dispensing bowl and add one quart of nectar and dram of fruit acid and mix thoroughly. On a china ice cream plate place one cone dipperful of vanilla ice cream; on top of this place another cone dipperful of caramel ice cream. Over the whole pour a ladleful of the pineapple fruit salad, as made above; then add a dipperful of rich whipped cream and serve with a silver spoon and a glass of clear ice water. (Price 20c.)

(The color of the nectar syrup should be a deep, rich carnation pink.)

Valentine.—Raspberry syrup, cherry syrup, lemon syrup, equal parts.

Milk Shake.—Fill a twelve-ounce, thick glass nearly full of shaved ice, add one ounce of the required syrup, and agitate the whole thoroughly by means of a shaker. The flavored syrup used should never be acid, as it will curdle the milk.

Cream shakes are made as above, using cream in place of milk.

Ice cream shake is a name given to a similar preparation when served with ice cream.

Thirst Quencher.—Raspberry syrup, 2 ounces; juice of half lemon; shaved ice, sufficient.

Ginger Ale.—Soluble essence of ginger, 4 drams; soluble essence of lemon, 2 drams; fruit acid, 2 drams; syrup, 10 ounces; caramel to color; carbonated water to make, ½ gallon.

Egg Drinks.

Hot Egg Lemonade.—One egg, juice of 1 lemon, 3 spoonfuls powdered sugar. Beat the egg with lemon juice and sugar thoroughly. Mix while adding the hot water. Serve grated nutmeg and cinnamon. Or, juice of one- half lemon, 1 egg, 2 teaspoonfuls sugar, hot water enough to fill an 8 ounce glass. Or, 1 egg, juice of one-half lemon, 1 ounce lemon syrup. Shake well, strain and add one cup full hot water. Stir with twist bar spoon and serve with nutmeg.

Egg Coffee.—Break one egg into a mixing glass, add two ounces of coffee syrup, three ounces of plain cream and a little shaved ice. Shake well, and use only fine stream of soda. Top with a ladle of whipped cream.

Famosa.—One ounce of raspberry syrup, one ounce of sweet cream, one dash of Jamaica ginger, two teaspoonfuls of crush ice, one egg. Place the egg in a glass, add syrup, cream, shaved ice and a few dashes of acid phosphate. Shake well and strain into a glass. Draw enough carbonated water through coarse stream to fill glass. Pour from one glass to another a few times and you have a delicious, foaming drink.

Chocolate Frappe—

Chocolate paste	1 ounce
Grated cocoanut	½ ounce
White of one egg.	

Mix thoroughly with a spoon, then add hot soda and top off with a spoonful of ice cream. The water must be boiling hot.

Egg Phosphate.—One egg, cracked ice, lemon syrup, 1 ounce; acid phosphate, 1 teaspoonful. Shake together thoroughly; then draw the soda and pour out. Sprinkle the top lightly with nutmeg and serve.

In place of using lemon syrup for the above other fruit syrups may be substituted or combinations, such as lemon and ginger, lemon and orange, orange and raspberry, pineapple and lemon, etc.

Egg Chocolate.—One egg, chocolate syrup, 2 ozs.; sweet cream, 1 ounce; fine ice. Shake up; add soda and serve.

Eggnog.—One egg, glass ¼ full fine ice, Don't-Care syrup, 1 ounce; essence of ginger, one-half teaspoonful. Fill glass with milk; shake all together and strain; sprinkle nutmeg on top and serve. Vanilla syrup, one-half ounce, and ginger syrup, one-half ounce, may be substituted for the flavor.

Egg drinks should be advertised with window stickers and signs, the same as ice cream, soda or other drinks, and you can work up a profitable trade on them in a short time. It is a good plan to keep a supply of fresh eggs in a glass bowl on the counter, or where they can be seen by patrons. Some prefer to take their drink through straws, and these should be kept handy for use when asked for. A small shaker containing ground nutmeg should be kept to sprinkle the tops of the drinks. Many people do not try egg drinks because they imagine they will taste like a raw egg. On the contrary, the taste is not noticeable, and with some strong flavors not at all.

One principal part of making a good egg drink is to have a fine prominent flavor and not too sweet. The drink should be thoroughly cold.—Confectioner.

Wild Cherry Phosphate—

Oil bitter almonds (without hydrocyanic acid	1 dram
Alcohol	2 ounces
Glycerin	6 ounces
Phosphoric acid	1 ounce
Tincture of cudbear	1 ounce
Caramel	1 ounce
Tincture of vanilla	2 ounces
Grape or cherry juice	8 ounces

Two ounces to be added to a quart of syrup for fountain use.

Wild Cherry Pepsin—

Cherry juice	1 pint
Fluidextract of wild cherry	2 ounces
Oil of bitter almond (freed from Hydrocyanic acid)	½ dram
Pepsin	128 grains
Solution of acid phosphates	2½ ounces
Citric acid	2 drams
Sugar	5 pounds
Water, enough to make	1 gallon

A pepsin drink should not be very sweet, so only 5 pounds of sugar are specified in the foregoing formula. Of course, this quantity may be increased or diminished as may be found desirable. In each ounce of this syrup there is 1 grain of pepsin, which is hardly enough to have any appreciable effect upon the digestion of those who indulge in the beverage. Of course this amount may be increased to suit the ideas of the man who is responsible for the syrup.—Druggists' Circular.

Silvering Solution for use at the Soda Fountain—

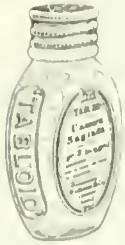
Silver nitrate	35 grains
Sodium chloride	60 grains
Alum	30 grains
Potassium bitartrate	3 drams
Water	2 ounces

The solution is applied by friction with a sponge or rag to the previously well cleaned article.

ENORMOUS ADVERTISING APPROPRIATION

One Company to Spend $1,000,000 this Year in Advertising.

One million dollars to be spent this year for advertising is the latest appropriation set aside by the directors of the Pape, Thompson & Pape Co., Cincinnati, O. This amount has been appropriated by the company for the advertising of Pape's Diapepsin and Pape's Diuretic preparations. Of this amount seventy per cent. will be spent in the newspapers and is probably one of the largest appropriations ever known. It is a striking illustration of the company's faith in the merit of their preparations and the fact that the newspapers are the best medium to to make a really good article nationally known. Our readers are already somewhat familiar with Pape's Diapepsin, which is said to be a splendid preparation to relieve upset stomachs and indigestion.



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TRADE MARK 'KEPLER' BRAND
TRADE MARK 'ENULE' BRAND
TRADE MARK 'VALULE' BRAND
TRADE MARK 'VALOID' BRAND
TRADE MARK 'SOLOID' BRAND
TRADE MARK 'HAZELINE' BRAND
TRADE MARK 'ELIXOID' BRAND
TRADE MARK 'VAPOROLE' BRAND
TRADE MARK 'WELLCOME' BRAND

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Chemically Pure

REFINED GLYCERINE

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In Half Ton Drums
56 lb. Cans, 28 lb. Cans and
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WHY ?

Because manufactured as a specialty from only the highest QUALITY of ingredients in the worlds markets, and put up under the careful supervision of Chemists trained as specialists in this one exclusive class of work, makes their superior QUALITY essential to having regular, pleased and satisfied customers. Just that vital element that your patrons look for from you.

SANITOL VOILET ELITE TALCUM POWDER is the latest addition to the family, containing the purest Italian Talc with an exclusive violet odor. Put up in an attractive new package with patent brass sifter, and showing "The SANITOL GIRL" head in attractive design. Just fills the want for "something new" in a perfect Talcum powder for your summer trade.

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SANITOL TOOTH POWDER—The standard dentrifice of Quality.
SANITOL TOOTH PASTE—Pure white—No coloring matter.
SANITOL FACE CREAM—The only perfect greaseless, disappearing cream.
TOOTH AND TOILET PREPARATIONS OUR SPECIALTY—WE MANUFACTURE NOTHING ELSE.

Write for special trade discount on small quantity direct orders. Window display sent to all druggists free of charge.

SANITOL CHEMICAL LABORATORY COMPANY

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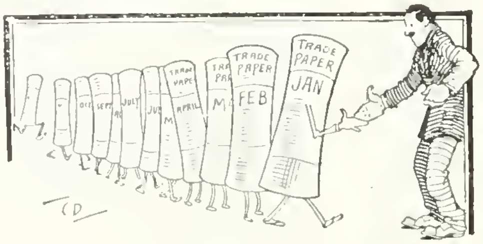
Twelve Impressive Business Calls For Less than a Dime

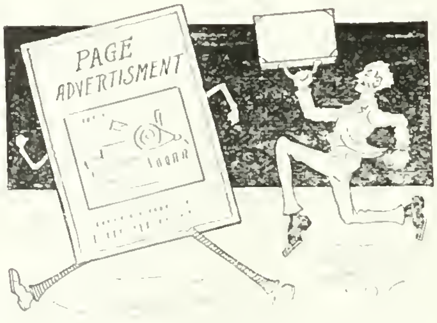
*By R. R. Shuman.



"twelve full page calls"

How much does it cost you, Mr. Manufacturer and Mr Jobber, to have a salesman try to open up a new account?

Say he makes an average of ten calls a day, and his salary and travelling expenses are $10.00 a day—it costs him a dollar a call.



"It takes a pretty good salesman to beat a full page ad."

This paper will make *twelve* full-page calls for less than a tenth as much as it costs your man to make *one* call; and don't forget that it takes a pretty good salesman to beat a full page ad.

Only the highest priced men can do that.

Figure the number of possible buyers of your goods that this paper reaches, and the cost of twelve full page ads.—a year's contract.

Then bear in mind that this trade missionary goes where your men cannot go; holds a place in the proprietor's private office not for a few minutes only, but for weeks or months; and that it "makes" hundreds of towns that your men never see except from the train window, if at all.

Do you realize the tremendous POWER of this paper?

Do you realize what we are doing for our subscribers?

Do you appreciate that every man who gets it gets it only because he PAYS for it?

And why does he pay for it, and keep on renewing it every year?

Do you suppose he *misses* anything in it, from cover to cover?

Just imagine the influence of a well-written, well-illustrated, cleverly displayed page advertisement in every issue?

Isn't your duty to yourself very clear?

Trying to open up a new account

---

*[Mr. Shuman knows what he is talking about, for he has been a heavy buyer of trade paper space during the past 18 years; and he has made it pay so well for the firms whose business he has handled that he is making trade paper copy his life work. He may be addressed care of this paper, or at 440 Wells Street, Chicago. EDITOR.]

FORMULAS FOR SOME NEW BASIC ELIXIRS*

By George M. Beringer, Camden, N.J.

The United States Pharmacopoeia recognizes two elixirs, namely, Elixir Adjuvans and Elixir Aromaticum, that are used as the flavored vehicles for administering medicines in liquid form, and the National formulary adds Elixir Anisi, Elixir Curassao, Elixir Glycyrrhizae and Elixir Glycyrrhizae Aromaticum for the same purpose. The Elixir Glycyrrhizae, N.F., should be eliminated as it practically duplicates the U.S.P. Elixir Adjuvans, the increase of 5 cc. in the amount of fluid-extract of glycyrrhiza in the formula being the only difference and this is too insignificant to require the retention of both as official preparations.

It is to be noted that in all these basic elixirs the alcoholic strength is from 23 to 25 per cent. of alcohol U.S.P., by volume. It has been correctly urged that physicians should have at their command a number of flavored adjuvants of different alcoholic strengths so that they could select the one best suited to the character of the medicine indicated in the treatment and not administer an appreciable amount of alcohol when not needed or possibly objectionable. This is especially desired in prescriptions for such sedatives as ammonium valerate, chloral hydrate and the bromides. Again, it must be considered that the physician is confronted with the necessity of selecting a flavoring that is acceptable to the taste of his patient, and even this has in some cases to be changed, as the patient may soon tire of one flavor.

Recognizing the need for basic elixirs of weaker alcoholic content the Committee on National Formulary assigned to a sub-committee the subject of basic elixirs. The intent of the writer in this paper, is to submit several of the formulas that have been presented for consideration and incorporation in the new edition of the N.F., and to invite your critical examination of these and to obtain the aid of pharmacists in submitting them to physicians for practical testing.

The problem presented to this sub-committee of the N.F. required the exercise of some judgment, as these elixirs must contain considerable of the aromatic principles to make them satisfactory, and with weaker alcohol, the exclusion of oils requiring strong alcoholic menstruums was self-evident and the selection of distinctive aromatics that would dissolve in sufficient amount in weak alcoholic liquids and be retained and yield permanent and palatable preparations of the requisite strength, necessitated considerable experimentation. Again, the titles for such basic elixirs must be correct, distinctive, euphonious and such as would lend to the customary method of abbreviation in prescription writing.

Elixir Amygdalae Compositum.

Compound Elixir of Almond.

Oil of bitter almond	.5	cc.
Vanillin	1	gm
Stronger orange flower water	150	cc.
Alcohol	50.	cc.
Syrup	100.	cc.
Purified talc	20.	gm.

Water, a sufficient quantity to make 1000 cc.

Dissolve the oil and vanillin in the alcohol. Add the syrup and then the orange flower water and then the water in small portions with agitation after each addition; then add the purified talc and filter, returning the first portion until it filters clear. Lastly, wash the filter with sufficient of a mixture of alcohol, 1 volume; water, 19 volumes, until the product measures 1000 cc.

Elixir Cardamomi Compositum.

Compound Elixir of Cardamom.

Compound spirit of cardamom	20 cc.
Alcohol	80 cc.
Syrup	400 cc.
Purified talc	20 gm.

Water, sufficient quantity to make..1000 cc.

Mix the compound spirit of cardamom with the alcohol, add the syrup, then 500 cc. of distilled water, in portions, agitating after each addition; then add and mix the purified talc and filter through a carefully covered filter, returning the first portions until it is clear. Lastly, wash the filter with a mixture of one volume of alcohol and nine volumes of water, until the product measures 1000 cc.

To avoid the necessity of measuring very small quantities of essential oils, there is introduced a formula for

Spiritus Cardamomi Compositus.

Compound Spirit of Cardamom.

Oil of cardamom	20.0 cc.
Oil of orange	20.0 cc.
Oil of cassia	2.0 cc.
Oil of cloves	1.0 cc.
Oil of anise	1.0 cc.
Oil of caraway	0.1 cc.

Alcohol, sufficient quantity to make.200.0 cc

Dissolve the oils in a sufficient quantity of alcohol to make the spirit measure 200 cc.

This formula is intended to displace that for the compound spirit of cardamom now in the N.F., and to be used in approximate quantity wherever that is now directed.

Elixir Vanillini Compositum.

Compound Elixir of Vanillin.

Compound spirit of vanillin	20 cc.
Alcohol	80 cc.
Glycerin	25 cc.
Syrup	300 cc.
Purified talc	20 gm.

Water, sufficient quantity to make..1000 cc.

Mix the compound spirit of vanillin with the alcohol, add the glycerin and the syrup and then 575 cc. of distilled water in portions, agitating after each addition; then add and mix the purified talc, and filter through a carefully covered filter, returning the first portions until it is clear. Lastly, wash the filter with a mixture of 1 volume of alcohol and 9 volumes of water, until the product measures 1000 cc.

---

*Read before the 1909 meeting of the Pennsylvania Pharmaceutical Association, Bedford Springs, Pa.

Vanillin seems to have a peculiarly pleasant, sweet and persistent after-taste that particularly fits it as a disguise for alkaline bromides, potassium chlorate, etc., and for this reason it has been introduced into the elixirs of almond and vanillin compounds, and it is believed that these will make very suitable adjuvants for the alkaline salts.

For the preparation of this elixir, a compound spirit of vanillin is recommended to avoid measuring of small quantities of essential oils. The following is the formula offered for this:

Spiritus Vanillini Compositus.

Compound Spirit of Vanillin.

Vanillin	50 gm.
Oil of orange	10 cc.
Oil of cardamom	3 cc.
Oil of cassia	2 cc.
Alcohol, sufficient quantity to make	200 cc.

Dissolve the vanillin in 150 cc. of alcohol, add the oils and a sufficient quantity of alcohol to make the spirit measure 200 cc.

Elixir Curassao.

The present N.F. formula directs the use of oil curassao orange, which has been in the past ten years one of the "fakes" of the essential oil trade. The formula submitted is based upon an analysis of imported Curassao Elixir which showed over 30 per cent. of alcohol. It has been used satisfactorily for a number of years and is submitted as an improvement on the present N.F. formula. If adopted, then the spirit of Curacao now in the N.F. must be omitted.

Elixir Curassao.

Elixir of Curacao.

Oil of bitter orange peel	3.00 cc.
Oil of fennel	.05 cc.
Spirit of bitter almond	.20 cc.
Orris root	6.00 gm.
Tincture of sweet orange peel	15.00 cc.
Stronger orange flower water	20.00 cc.
Alcohol	300.00 cc.
Syrup	400.00 cc.
Purified talc	20.00 gm.
Water, sufficient quantity to make	1000.00 cc.

Dissolve the oils in the alcohol, add the spirit of bitter almond, the tincture of sweet orange peel and the orris root, then the stronger orange flower water, and allow this mixture to stand with occasional shaking for 24 hours. Add the syrup and the water, in portions, with agitation after each addition; then add and mix the purified talc, filter through a carefully covered filter, returning the first portion until it filters clear. Lastly, wash the filter with sufficient of a mixture of alcohol 3 volumes and water 7 volumes, until the product measures 1000 cc.

SUGGESTIONS.

Occasionally the druggist is necessitaed to make a small amount of tincture; a percolator is too large, a small funnel presents too much surface for proper extraction, we have found a glass syringe tube serviceable as a percolator.

For weighing small quantities of thick liquids, bottle caps are serviceable and better adapted than powder papers. Watch glasses in lieu of the regular scale pans are also convenient.

Flax seed meal will remove the odor of iodoform, alkalies of valerianates.

A dropping tube may be improvised by bending a piece of glass tubing in shape of right angle, let the outer end be somewhat constricted. Putting this through a cork which fits into the bottle enables the patient to drop medicine from it. Notching the cork where not reached by the liquid provides for the ingress of air, if necessary.

Large bottles may be used for filling smaller ones by providing the former with two tubes, one to reach to the bottom, the other just through the cork. To the latter a rubber tube is attached, provided with a suitable stopcock. The large bottle containing the liquid to be filled into the smaller bottles is now inverted on a convenient support (percolator stand) and by opening the stopcock the bottles may be filled.

For filling bottles with castor oil and turpentine a tin percolator is best adapted, the nose terminating in a tube of a size that will fit into the bottle. The tube should be slightly corrugated so as to permit the egress of air. It should also extend beyond the neck of the bottle and can for greater convenience be fitted with a stopcock.

For castor oil it is a good idea to have the percolator jacketed so that it may be kept heated by surrounding it with hot water. This thins the oil, destroys its viscosity and, therefore, it flows better.

Ichthyol may be massed with calcined magnesia and water, using 15 grains of magnesia for 120 grains of ichthyol.

A small thin porcelain plate is convenient for weighing ointments for prescriptions; a counterpoise can be made, obviating the necessity of weighing it each time. This is easily cleaned, much more readily handled, all the ointment can be removed from the plate, does not grease up the scale pan. If there are several ointments to go into the prescription the first portion can be weighed on one part of the plate, while the other is weighed on the unused portion and, if reasonable care is exercised, excess that may have been placed on the plate can be removed without contamination.—Southern Pharm. Journal.

Too many people keep all their courtesy for their acquaintances and all their indifference for their families.

You can sell it with a Guarantee, not with a Caution

You know how it is with ordinary hot water bottles—they won't stand really **hot** water. The cemented seams in the best of them give way when even scalding water is poured in.

When you sell these bottles you have to caution the purchaser about their weakness, and even then, as you probably know all too well, they often lead to dissatisfaction.

There's no need of this caution, and no danger of dissatisfied customers when you sell

The "Walpole" Hot Water Bottle

Instead, you simply pass on to the buyer our positive guarantee, for two years, against boiling water or any other accident.

We can safely give this guarantee because WALPOLE Hot Water Bottles are not ordinary hot water bottles. WALPOLE bottles have no seams, no joints, no cement and consequently they spring no leaks. They are made by the Gleason Fusible Core Process, of one piece of Para Rubber, shaped and vulcanized over a core which is then melted and run out.

Every Walpole Hot Water Bottle which leaves our factory has first been tested with a pressure of 80 pounds of live steam. A rubber bottle which will stand that test successfully is just about proof against any kind of usage.

People who have read the Walpole advertisements, or seen a Walpole Hot Water Bottle anywhere, are not going to be satisfied with any other kind.

Don't wait till the growing demand presses you—be up-to-date and feature the Walpole now. Display it—talk it—push it—and you'll reap profits and satisfaction.

Walpole Rubber Co.

THOMAS REID,
Sales Mgr., Drug Sundries Dept.

Limited
MONTREAL

IT DOESN'T PAY

To buy poor drugs. To dispense poor chemicals.
To make anything do because it is cheap.
To beat down prices and take chances on beating down quality with it.
To have your poorest clerks wait on your best customers.
To lose your identity with your trade by pushing preparations bearing a name other than your own.
To be timid in recommending your own preparations when you ought to be definitely positive
To over-look the fact that there are very many preparations that we can manufacture advantageously for you. See our samples.

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CAPSULES
POPULAR SINCE 1836

The formula of our late Mr. H. Planten.

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93 HENRY ST. Established 1836 BROOKLYN, N.Y.
"The Pioneer American Capsule House."

THE USES FOR GUTTA-PERCHA TISSUE.

The increasing number of uses to which gutta-percha tissue is being put is responsible for making this article quite important to the trade, says the India Rubber World. When gutta-percha was first made in the United States, something more than fifty years ago, it was manufactured exclusively for the use of hatters. By these it was used to stick the manufacturer's name plate or trade mark on the inside of the crown. The name plate was printed in silver or gold on the tissue, placed in the crown of the hat, a hot iron passed over it, and it became inseparably a part of the felt. This use of gutta-percha tissue was for a long time the only important one to which it was put, although some hospitals used it for bandages and surgeons sometimes used it in dressing wounds where it was desirable to keep out the air. Except for these surgical uses it is commercially employed only as a cement for sticking cloth or for making it waterproof.

The adhesive qualities of gutta-percha tissue has brought it into many uses. The principal of these is the demand created by the tailors, who use large quantities of the tissue in finishing the bottoms of trousers. For this purpose the tissue is put up in spools in strips of from one inch to one and a half inches in width, each spool containing 100 yards. Its use at the bottom of trousers prevents any stitching being necessary and therefore makes a much smoother finish. After the hem is turned up at the bottom of the leg, a strip of gutta-percha tissue is placed between the two layers of cloth, a hot iron is passed over it and the hem is cemented firmly and evenly. For this purpose the tailors use tissue that ranges from six to eight square yards to the pound and is fully twice as heavy as the tissue used by the hatters. In some instances the tissue is also used in finishing the ends of sleeves, and in shaping coat collars. For the latter purpose, however, a stiffer material is generally needed.

Among the principal uses for which the tissue is used at present is in the making of dress shields, and in covering corset steels. Dress shields are manufactured by placing a sheet of tissue, somewhat heavier than that used by the tailors and made of pure gum, between two layers of cloth and cementing by the use of a hot iron. This makes a moisture proof shield, practically as light and pliable as the cloth itself. Large quantities are used in this manufacture. In the manufacture of corsets, steel stays are now generally used instead of whalebone. Gutta-percha tissue is used in furnishing a waterproof coving for these so as to prevent rusting. In cheap corsets the tissue is simply attached by heat to the steel itself, giving it a moisture proof coating, but in the finer grades strips of muslin and tissue are cut to exactly cover both sides of the steel: these are folded around the steel with the tissue between the metal and the cloth and cemented by the application of heat so that "skinning" or slipping off is an impossibility.

Another considerable use to which gutta-percha has been put in recent years, is in dressing and repairing furs. For this purpose the tissue is invaluable. It is backed by a piece of cloth, and these are furnished in a variety of colors to match the skins upon which they are to be used. The edges to be fastened are brought together, the tissue side of the fabric placed next to the skin and the iron applied with the result, if the color is well matched, that the joint cannot be discovered from either side of the fur Patches are applied in this way and skins are pieced together. The process is also the basis of the manufacture of the cheap furs that are so plentiful in the market. These are made up from scraps and odds and ends that formerly were thrown away. By careful workmanship and the use of gutta-percha tissue jackets, muffs and boas are now made at an extremely low price that require very close scrutiny to be detected. Quantities are used for this purpose and the joints are practically unbreakable. *

Speaking of the patching utility of the tissue, it might be pointed out that one big firm uses from 400 to 500 pounds of tissue a month which it cuts up and sells in envelopes as "mending tissue" at 10 cents a package. This tissue is cut into strips six inches wide and one yard long, one strip to the package. The directions say that it will mend instantly any fabric from the finest to the coarsest weave, kid gloves, rubber goods, hats or shoes. For mending a rent or cut the edges are drawn together, on the under side is placed a strip of tissue large enough to cover the hole, this is backed with a piece of the cloth and the whole hermetically sealed by the application of heat. If it is a hole that is being patched a piece of paper is placed on the outside to absorb the surplus tissue. In this case the tissue will adhere to the paper rather than to the cloth, leaving upon the latter no evidence of its presence.

The tissue is also used by shoemakers for mending shoes with invisible patches and for cementing in the original manufacture of shoes. For this purpose and for splicing leather belts the gutta-percha cement is more generally used than the tissue. In the belt splicing great success has been obtained. The two surfaces to be joined are covered with a coating of the cement which is mixed in some volatile solvent. After evaporation has dried out the solvent and left the leather covered with the cement the surfaces are pressed together between hot irons and the adhesion is so perfect that the splice can scarcely be detected and is as strong as any other portion of the belt.

High class printing establishments are using quite an amount of tissue recently for underlying cuts. This is made thicker than the mending tissue, running only four or five square inches to the pound. Cuts are backed with the tissue when hot, and run through the press. The plastic condition of the gutta-percha builds the cut to exactly the right height and when cold this is rigid. This is princi-

(Continued on page 231)

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that the druggists throughout the country who do the largest trade are always the fellows who are not afraid to buy enough of any good patent medicine in order to get a lot of free advertising.

On the other hand did you ever notice the shiney coat and frayed at the bottom pants on the man who is always knocking patent medicines and talking about the professional aspect of the drug business.

That ought to be enough to convince you of the wisdom of writing The Merrill Medical Co., Manufacturing Chemists, Toronto, regarding exclusive advertising proposition for

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THE ROYAL ENGLISH TOILET PREPARATIONS
MERRILL'S HOUSEHOLD NECESSITIES

Don't wait for a traveller. Write to-day

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Merrill Building, Toronto, Ont.

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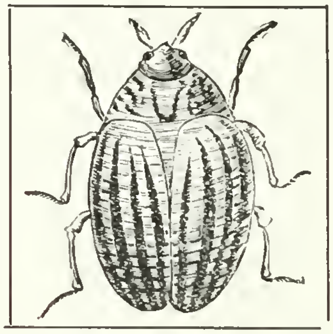

MYRIADS OF

Potato Bugs

HAVE BEEN

DESTROYED

BY THE

CANADA PAINT

COMPANY'S

PARIS GREEN

"See that **they** (that is the Potato Bug)

GET IT!" GET WHAT?

THE

Canada Paint Company's

PARIS GREEN.

THE PUREST OF THE PURE

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SURGICAL

Absorbent Wools, Lints, Bandages, Gauzes, and Butter Cloths, Aseptic and Antiseptic Dressings, Boric Lint

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JOHN COWAN COMPANY, LIMITED

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BORIC. ACID, Merck and English
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We have in stock some forty dozen CLINICAL THERMOMETERS, the "Qualitair" Line. No better made. GUARANTEED against everything except breakage. Specially well made, tested and seasoned.

The stock is assorted, ½, 1 and 2 minute. While they last we will give them away at the following prices:

2 min. regular $ 5.00, to clear **$ 3.10**
1 " " 7.50, " **3.85**
½ " " 10.00, " **6.50**

THIS IS THE BEST OPPORTUNITY to purchase Clinicals you ever had. It will pay you to send your order at once.

HIGH GRADE CLINICALS AT LOW GRADE PRICES.

Cash must accompany orders. No discount

Any rubber goods required we will be pleased to send, charges paid.

Address all Orders and Communications to the

HIGGINBOTHAM RUBBER GOODS CO.
MILTON, ONTARIO.

Conditions for Selling

Dr. PIERCE'S MEDICINES

BY THE

Retail Druggists in the Dominion

WERE NEVER BETTER.

Owing to the Protection Afforded by Our Serial Number Contract Plan

which has cost us a great deal of money, the Druggist can get Full Price for these old-time Favorite Remedies, and he can make a fair legitimate profit, because Dr. Pierce's are the

Only Popular Medicines

which are NOT universally sold at cut prices. We have done our best to PROTECT YOU. Why not PUSH for Dr. Pierce and the World's Dispensary?

Can we send you a Window Display or can you use our Memorandum Books to advantage?

Toronto, Ont., April 1st, 1910

SPECIAL DATING OFFER

ON

Laxative Bromo Quinine
Dr. Porter's Antiseptic Healing Oil
Pazo Ointment

Delivered now. Billed November 1st, 1910. Subject to 5% Cash Discount if paid December 1st, 1910, or Four Months.

6 dozen	LAXATIVE BROMO QUININE, at $1 75 doz	$10 50

Less 5% Trade and 5% Cash Discount, December 1st.

OR

3 dozen	LAXATIVE BROMO QUININE, at $1 75 dozen	$5.25
1 "	DR. PORTER'S ANTISEPTIC HEALING OIL, small	1.85
½ "	" " " " medium	1.88
½ "	PAZO OINTMENT, at $4.00 dozen	2.00
		$10 98

Less 5% Trade and 5% Cash Discount, December 1st.

12 dozen	LAXATIVE BROMO QUININE, at $1.75 dozen	$21.00

Less 7% Trade and 5% Cash Discount, December 1st.

OR

9 dozen	LAXATIVE BROMO QUININE, at $1.75 dozen	$15 75
1 "	DR. PORTER'S ANTISEPTIC HEALING OIL, small	1 85
½ "	" " " " medium	1 88
½ "	PAZO OINTMENT, at $4.00 dozen	2 00
		$21 47

Less 7% Trade and 5% Cash Discount, December 1st.

60 dozen	LAXATIVE BROMO QUININE, at $1.75 dozen	$105 00

Less 10% Trade and 5% Cash Discount December 1st.

With increased advertising, a larger demand for OUR PREPARATIONS will be created, and as they pay a profit to the retailer of practically 100%, which is far better than generally received on advertised goods.

No Acetanilid in Laxative Bromo Quinine

We use the old original **PHENACETIN,** as shown on our package. It is bought direct from the Farbenfabriken of Elberfeld Co., the old original manufacturers of PHENACETIN.

Look on the packages of other cold tablets and you will see that they use Acetanilid.

We use **PHENACETIN** because we wish to make the **best** and **safest** cold tablet. **They** use Acetanilid because they wish to make them as cheaply as possible. **We** have a reputation to maintain, so have **you. Your** reputation demands that you give your customers the best.

7,000,000 CUSTOMERS

What does it mean to the Druggists of the country in general trade to have 7,000,000 individual purchasers sent to their stores every year? LAXATIVE BROMO QUININE yields a larger profit to the retail druggist than any other extensively advertised article.

Yours very truly,

PARIS MEDICINE COMPANY

Canadian Branch:
Office and Laboratory,
49 Colborne Street,
Toronto, Ontario.

As we have entered the field for the manufacture of high-class Pepsin Chewing-Gum under our brand of Y & S, which for forty years has been the leading brand of Stick Licorice sold in the United States and Canada, we beg to call the attention of the trade to the Y & S Pepsin Gum, a strictly high-class article containing only the finest ingredients. Y & S is the stamp of quality. We put up the following flavors: LICORICE, PEPPERMINT, WINTERGREEN, SPEARMINT. Order a sample box (assorted if required) from your jobber. There is no better gum made. Each piece wrapped singly. 5 pieces to package. 20 packages to box.

National Licorice Company

MONTREAL

Mr. Retail Druggist:

Standing Bonus Offer for 1910. Your Profit on our Goods 75%

We will always protect you. We want your co-operation. We are the only Patent Medicine Company in the world who create a demand for our goods and allow the Retailer to make 75 per cent. profit. Advertisements in all the leading Canadian papers are sure to move the goods.

ALL OTHER OFFERS VOID AFTER DECEMBER 31st, 1909.

First Offer THIS IS IT ***Second Offer***

Your investment of $17.00 for 1 doz. Dr. Martel's Female Pills brings back to you:

1 doz. Pills	$24 00
1 doz. Dr. Martel's Soap	3 00
96 oz. best assorted Herbs	4 80
	$31 80
Cost you	17 00
Your NET profit (on 1 doz)	$14 80

Your investment of $8 50 for ½ doz. Dr. Martel's Female Pills brings back to you:

½ doz. Pills	$12 00
⅓ Soap	1 00
48 oz. Herbs	2 40
	$15 40
Cost you	8 50
Your net profit on ½ doz	$6 90

USE THIS SLIP. SEND IT TO YOUR JOBBER.

NAME .... QUANTITY ....

TOWN .... JOBBER ....

KNICKERBOCKER REMEDY COMPANY, 36 East 23rd Street, NEW YORK.

Sole distributors various Dr. Martel Remedies.

The Quality of the Goods

and the service we are prepared to render you in the execution of your orders for Soda Fountain Supplies is worthy of your consideration and *preference*

J. HUNGERFORD SMITH CO.'S

"TRUE FRUIT"

SYRUPS AND CRUSHED FRUITS

Unequalled in strength and richness of flavor.

Absolutely uniform in quality throughout the entire list.

ALWAYS THE BEST, the quality of the "TRUE FRUIT" line is better than ever this year

When you specify the "TRUE FRUIT" brand in placing your orders, you are certain of getting the best fruit flavors that can be produced.

The motto of the J. HUNGERFORD SMITH CO. is to make every package of such superior quality that it will compel your future preference.

Furnished either with or without preservative.

Use the "TRUE FRUIT" brand exclusively according to directions and you will serve better Soda Water—the kind that builds up your business and your reputation for quality.

Do you make your own Ice Cream? If so, you will be interested in the new line of FRUIT PUREES enabling you to make any flavor of fruited Ice Cream, quickly, conveniently and at least cost.

We have several new leaders and specialties on our list which will interest you. Write us for price lists and full information or

Ask Your Jobber!

J. HUNGERFORD SMITH CO., Limited
Manufacturers "True Fruit" Soda Fountain Requisites
TORONTO, ONTARIO

For rubbing, bathing, liniments and
external preparations,
Physicians are prescribing and
Hospitals are using

COLUMNIAN SPIRITS

FOR SALE BY
THE STANDARD CHEMICAL CO.
Manufacturers
TORONTO AND MONTREAL

VANCO

MERCURIALS IODIDES

Best Quality and Best Prices

Mercury Bichloride
Mercury Subchloride
Mercury Oxide
Mercury Ammon. Chlor.
Mercury Iodide
Mercury Ointment H. and B. P.

Pottassium Iodide
Sodium Iodide
Ammonium Iodide
Iodine Resubl.
Iodoform

ALL MADE IN CANADA
Write for our Price List

CHEMICAL LABORATORIES LIMITED
148 Van Horne Street Toronto, Ontario

THE USES FOR GUTTA-PERCHA TISSUE

(Continued from page [illegible]).

pally used in magazine and fine book work. The government printing office at Washington uses quite a quantity of gutta-percha tissue tape, one-half inch wide, one sixty-fourth of an inch thick and wound on spools of 100 yards each.

Paper manufacturers also use the tissue to a considerable extent for fastening the ends of rolls. The ends of the rolls are lapped with a strip of tissue between and the passage between the rollers furnishes enough heat for a perfect fastening.

New uses for the tissue are constantly being devised and the sale of it is gradually increasing, although some of the original services to which it was put have been lessened by substitutes. This is notably the case with the hat labels, only the higher priced goods are using the tissue. There are enough services for it, however, to keep the makers active and the demand is steady.

ASCERTAINING THE VALUE OF A BUSINESS

By A. Schleimer, Rutherford, N.J.

How many druggists have a true conception of what their business is actually worth?

How many ever take an inventory?

If you had occasion to sell your business to-day, and were not pushed for time, on what would you base its value?

It is surprising how few druggists ever bother to take an inventory of their stock until such time as they intend to sell their business. Even then it is only a cursory one.

Ask the average man what his business is worth and his answer will be mostly a matter of guesswork.

The idea seems to be general that business value is based on inventory.

This is not so, for, while the inventory has a certain bearing on the value, in most cases it is not indicative of the true value.

In fact, there are frequent instances where it is of no value whatever. For instance, a young man with more money than experience, shortly after graduating, opens a drug store. Owing to his lack of experience, he buys in dozen lots goods that he should get in one-sixth and one-quarter dozen, pounds where he should buy ounces. He finds after opening up that a goodly portion of his stock moves slowly or sometimes not at all. Owing to his inexperience, on one hand, and the attention demanded by the many details of his business, on the other, he loses sight of this important feature, and instead of making arrangements with his jobber for the return of those unsalable goods while still fresh, he overlooks them, and they are allowed to accumulate.

This fault is far more pronounced where the young man has selected an opening in a neighborhood with which he is unacquainted.

Overlooking the fact that goods that have a steady sale in one locality may be practically unknown in another not far distant, he lays in a much larger "dead stock" than otherwise.

It is easy to see, in a case of this kind, how an inventory, in a few years' time, will show a fictitious value, anywhere from a few hundred to several thousand dollars.

This is one reason why an inventory does not show the true relative value of a business.

There are likewise instances where the indications of an inventory are directly opposite in character.

As you are well aware, there are goods that it pays to buy in quantity, in order to get the benefit of discount, extra goods, bonus, etc. There are other goods, largely advertised, that depend solely on their advertising for creation of demand, and cost as much in quantity as in single lots.

Now, a shrewd buyer, if he is situated near a base of supplies, will never carry a large quantity of any article, no matter how good a seller it is, unless he can save money by doing it. He can renew his stock frequently, thereby permitting him to turn his money over often.

His stock of this class of goods is always low, he can reach his jobber two or three times a week, and, as his stock is constantly moving, his inventory should tend to show a much lower valuation than the amount of business warrants. It is necessary therefore, to have some method by which the actual value of a business may be gauged.

There is only one thing that will show the true value, and that is the actual net earnings or profit.

This necessarily differs, not only with stores in different localities, but also with different stores in the same locality, according to the system of management, the nature of the business, location, etc. James Smith has a store on a busy corner of the main thoroughfare. His rent is high, his expenses are heavy. He does a business of $50 daily. His trade is transient, mostly cigars, patents, soda, etc. John Brown has a store in the same town, and does the same amount of business. He is located in a quiet residential section, and does mostly a family trade, prescriptions, etc. His rent is moderate, and he requires less help to handle the same amount of trade that Smith does. The percentage of profit on the class of business that he does is greater than Smith's; it is evident, therefore, that the net earning of his business is much greater, although the gross income is the same. This is one of the reasons why there is no general average of profit in the drug line, and shows the necessity not only of knowing where you stand in your own business, but a thorough investigation when purchasing a store or selecting a location. First divide the sales of the store into different departments· Patent Medicines, Prescriptions, Drugs, Sundries, Cigars, etc. This division, of course, is not arbitrary, and must be adjusted to the individual store. If you have a fountain, it must be taken into account. If you do a large perfume trade, it should be listed separately. If small, it can be included under sundries. Toilet articles, such as talcum, tooth powder, etc, may be given a separate account or grouped under one general head, according to the amount sold.

Whatever division you make should be done only after careful consideration, and the schedule then placed in a prominent place, so that everyone employed at the counter will have ample opportunity to become familair with it before the day it is used. This will prevent much confusion and controversy.

On a certain day every article sold should be itemized and the price marked in the first column of a cardboard or sheet of paper kept near the register, ruled as above. If you have more than one register, a similar one should be at each.

At your convenience you can estimate the profit on each sale, and place it in the second column opposite the item. The total of this column will give you the gross earning for one day, and the amount, less the running expenses, such as light, heat, help, rent, insurance, etc, will give the net profit for that day.

The day selected for this should be one that does an average amount of business; any day, except Satarday, Sunday, or a holiday.

By taking three days in as many months you will nave an accurate knowledge of the value of your business, and the percentage thus obtained, applied to any day, week, month or year, will show you just where you stand.

This method is very easy to follow, not nearly as tedious and troublesome as taking an inventory, is accurate in its result, and will give the information that everyone in business ought to know, at a moment's notice.

There are other advantages in following out this system which I will endeavor to point out.

If the object were simply to get at the net earnings of the business, the above classification would not be necessary, as this can be done without any subdivision whatever.

Every retail store is made up of departments, entirely independent of each other, as much so as the ordinary department store, but on a smaller scale, and in following this out as outlined you will have, in addition to the total profit the earning capacity of each separate branch of the business.

You will find, probably to your surprise, that same department that you thought was paying well is far below what you expected. With this knowledge in hand, you are in a position to find out what the trouble is, and remedy it.

You will also learn which departments pay the largest dividends, and these naturally are the ones you want to "force."

Of course, we all know that the prescription department pays best, as a rule, but there is a draw back in pushing this branch sometimes which is seldom taken into consideration.

The number of prescriptions is limited, for the reason, in the first place, that a person will not go to a doctor, in case of sickness, until all else fails.

Even then only a percentage of those who do go get prescriptions; and I have seen localities where the nature of the prescriptions was such as to bring the margin of profit lower than several other departments.

On the other hand, judicious advertising will greatly stimulate the sales in any other line. Salesmanship will sell a man a box of seidlitz powders when he only wants one, or a bottle of cough cure when he wants cough drops.

I don't mean to convey the idea that it does not pay to advertise the prescription department; it does but what I wish to say is that before doing so the ground should be carefully gone over, as the conditions may be such as to make it a waste of time and money.

If you find that the doctors are in the habit of prescribing, and you are not getting your share, by all means advertise that department; but if they do their own dispensing, as frequently happens, spend your time and money in some other direction.

Take each department by itself and go over it carefully. Suppose you are in a town of 10,000 population, and there are two other stores. This yill give you an average of 3,300. Now, for example, let us look up the sale of tooth brushes. Twenty-five to seventy five per cent. of the people use toothbrushes, according to the class of trade. By figuring a little along these lines you can get a pretty fair conception of the amount of trade you ought to do. If you are not selling them, some one is, and if your customers, or a large percentage of them, are buying their tooth brushes elsewhere, there is some good reason for it. This reason may be good, bad or indifferent; but rest assured that it is a good one from the customers' standpoint. It may be that you only carry a line of high grade brushes, when the demand is for cheaper goods, or vice versa. Again, it may be that your stock is kept in an out-of-the-way place, where the bulk of your customers do not see them. How often one hears the remark in the store by a customer, "I didn't know you kept them."

Once having located the trouble it can be remedied, but the most important thing is to find it first.

I was doing relief work some years ago, and in one of my places I noticed a frequent call for rubber goods, syringes, hot water bottles, etc. The stock of this class of goods was small and of the best grade, the price therefore high. Notwithstanding the frequent demands, I very seldom sold any. I was convinced that the price was at fault, and that there was an excellent opening for a cheaper grade of goods. I spoke to the proprietor and told him my opinion, and he decided to give the cheap goods a trial. In a

ANTIKAMNIA PREPARATIONS
REGISTERED U.S. PAT. OFFICE.

ANTIKAMNIA POWDERED

TABLETS

ANTIKAMNIA
ANTIKAMNIA & CODEINE
ANTIKAMNIA & HEROIN
ANTIKAMNIA & QUININE
ANTIKAMNIA & SALOL
ANTIKAMNIA QUININE & SALOL
LAXATIVE ANTIKAMNIA
LAXATIVE ANTIKAMNIA & QUININE

MADE ONLY BY
THE ANTIKAMNIA CHEMICAL COMPANY, ST. LOUIS, U.S.A.

PAP SAG

Tablets

DYSPEPSIA

"The only way to cure a bad case of Dyspepsia is to take one or two Pap-Sag Tablets in a little warm water, after each meal. Not to observe this simple and easy rule is to remain depressed with all kinds of stomach disorders, such as Heartburn, Fetid Breath, Gastritis, Flatulence and Indigestion."

This advertisement will appear in all the papers.

We have no salesman on the road to take up your time.

Druggists will please order from their jobbers or direct at the following prices:

PAP-SAG (Dyspepsia Tablets)

1	Doz	4.50
3	"	4.25
6	"	4.25
12	"	3.75

The Pap Sag Co.
Montreal

You may easily be deceived in the form but never in the substance of

Hunt's "VARSITY"

"Milk Dipt" Chocolates

Nothing just like them ever offered before. Put up especially for the Drug Trade in ½lb., 1lb. and 2lb. boxes, retailing at 30c, 60c and $1.20.

Each box contains assorted creams and nuts covered with genuine Swiss Milk chocolate, a blending of flavors that will joyfully surprise you.

DROP A CARD FOR SAMPLES

Bruce & Hunt Co. Limited
WHOLESALE CONFECTIONERS
TORONTO

Sharing the Profits

We can save you real money in purchase of any of these:

Buchu Leaves
Insect Powder
Carbolic Acid
Formaldehyde
Cream Tartar
Effervescent Citrate of Magnesia
Effervescent Sodium Phosphate

E. G. WEST & CO., Wholesale Druggists and Manufacturing Chemists
176 KING STREET EAST.
LABORATORY—158 DUKE STREET, TORONTO.

NO! THIS IS NOT AN ADVERTISEMENT IT IS A "HORRIBLE EXAMPLE."

I put it here to show how NOT to do it

And I let it stand from issue to issue for the same educational purpose.

Then, to make my point unmistakably clear, I have purposely crowded into this cheap little space "copy" that should have a page.

This sort of thing costs very little per issue—and is worth it!

I despise "cheap" things, and if this thing (it isn't an advertisement) doesn't look cheap, I miss my guess. At that, it is better than the average "standing card" because it SAYS something.

I estimate that a full page advertisement is worth 40 times as much as an eighth-page "card" in its real advertising value; a half-page 10 times as much as an eighth; a quarter-page 3 times as much, and a 1-inch card, not only valueless, but an absolute damage to the financial standing of the man perpetrating it.

Let me tell you how I can help you make money out of real advertising in this splendid Journal.

Send for my tract "A Cure for the Card-Habit."

I hate to put my name to this awful thing, but here goes:

R. R. SHUMAN, Trade Paper Copy Specialist
440 Wells Street, CHICAGO

THE EUREKA OINTMENT POT

REDUCTION IN PRICE

Is now well known and is one of the most popular jars on the market. We formerly made it only in Flint, Amber and Emerald Green. We now furnish it in Opal as well, in the dispensing sizes, ½ oz. to 4 oz. sizes.

EUREKA OINTMENT POT LIST

Size	Per Gross	Original Package
¼ Oz.	$ 5 35	5 Gross
½ "	6 25	5 "
1 "	7 50	3 "
2 "	9 90	3 "
3 "	12 75	2 "
4 "	15 00	2 "
6 "	20 00	1 "
8 "	27 00	1 "
16 "	39 50	1 "

FOR SALE BY JOBBERS DISCOUNT TO THE TRADE 60 PER CENT.

T. C. WHEATON CO. **MILLVILLE, N.J., U.S.A.**

EXPERT BOTTLE BLOWERS

ESTABLISHED 1891

Common Sense

Vermine Exterminators

—TWO KINDS—

NO SMELL

RATS and MICE

Roaches and Bed-Bugs

IT DRIES THEM UP

Most infallible remedy known Retains its strength for years.
Sold in every Country in the World.

Sold by all Jobbers:
TORONTO, ONT. BUFFALO, N.Y. LONDON, ENG.

GOLD MEDAL, ST. LOUIS, 1904
Grand Prize, International Exhibition, London, 1909

THOMAS TYRER & COMPANY, Limited

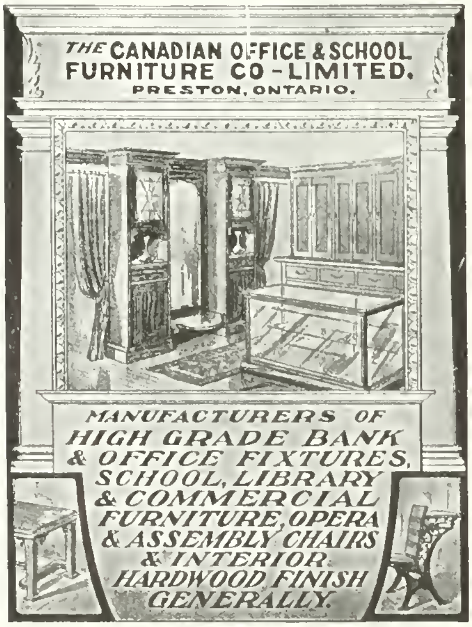
STRATFORD, LONDON, ENGLAND

EXCELLENCE "Sterling" BRAND RELIABILITY

SECOND TO NONE

PHARMACEUTICAL **Chemicals** INDUSTRIAL

MERCURIALS HYPOPHOSPHITES
SCALE PREPARATIONS BISMUTH SALTS ETHERS
PHOSPHORIC ACID
ESSENCES SICCATIVES ACIDS COLLODIONS



THE CANADIAN OFFICE & SCHOOL FURNITURE CO-LIMITED.
PRESTON, ONTARIO.

MANUFACTURERS OF HIGH GRADE BANK & OFFICE FIXTURES, SCHOOL, LIBRARY & COMMERCIAL FURNITURE, OPERA & ASSEMBLY CHAIRS & INTERIOR HARDWOOD FINISH GENERALLY.

OVER 65 YEARS' EXPERIENCE

PATENTS

TRADE MARKS
DESIGNS
COPYRIGHTS &C.

Anyone sending a sketch and description may quickly ascertain our opinion free whether an invention is probably patentable. Communications strictly confidential. HANDBOOK on Patents sent free. Oldest agency for securing patents.

Patents taken through Munn & Co. receive *special notice*, without charge, in the

Scientific American.

A handsomely illustrated weekly. Largest circulation of any scientific journal. Terms for Canada, $3.75 a year, postage prepaid. Sold by all newsdealers.

MUNN & Co. 361 Broadway, **New York**
Branch Office, 625 F St., Washington, D. C.

Subscribers

R. G. DUN & CO.

If you are not fully posted regarding our Trade Reports or not supplied with special tickets for procuring same, write or telephone. It will interest you.

few months' time he was ordering the cheaper grade in one-quarter gross lots.

First get your business systematized; find out just where you stand. Then compare the business you are doing with the population you have to draw on. If the volume of business is not as great as it should be, it will soon become apparent, and the reason will not be hard to find.—Merck's Report.

GOOD SALESMANSHIP.

The man of good business judgment who can think and decide quickly makes the most successful salesman, although the saying that "haste makes waste" still holds good when a decision is given so hastily that no thought or reason has preceded it. A momentary delay will, in the end, never lose a customer, if it enables a man to make the right decision. But the sooner a customer gets his answer, the better pleased he will be. To quickly arrive at the correct decision, a salesman must have a thorough and practical knowledge of his business and prices, in order that he may do justice to his employer and, at the same time, the customer. A place where good judgment is necessary is in the heeding or passing over of complaints. For the few customers who will bring complaints to headquarters, there are many who will say nothing, but will deal elsewhere, and many more who will complain elsewhere. It is well to learn to judge human nature. Some people are habitual complainers and should be treated as courteously as possible, without waste of time. The complaints of a reasonably-minded people should always be carefully looked into. Mistakes will happen in any business, and the quicker they are remedied the less harm they will do. The man who knows his business thoroughly and who can correctly weigh his customers in the balance is the man who will soonest spell success with a big S.

OXYGEN BATHS.

The endeavor has been made for several years past to impregnate water with active oxygen, and many means have been employed, but without much success, until a firm of manufacturing chemists conceived the idea of using sodium perborate, which, as is well known, has an unusually high content of available oxygen. Under the name perogen bath this is now on the market, and after an examination by the council on pharmacy and chemistry of the American Medical Association, has been admitted to the list of accepted remedies. Perogen bath is described as a preparation consisting of a catalyzer and sodium perborate capable of yielding ten per cent. of oxygen, the two substances being wrapped separately. When the two substances are mixed with water the catalyzer, which is a medicinally indifferent substance, causes the liberation of the available oxygen of the sodium perborate. The oxygen bath thus obtained is said usually to reduce blood pressure and the pulse rate to a much greater extent than the ordinary bath. It is represented to have marked tranquilizing and somnifacient effects. It is asserted to be useful in cardiac affections with high vascular tension and excitement, neuroses, insomnia, chronic nephritis, and skin diseases in which hydrogen dioxide is indicated. It is recommended to be given daily up to twenty-four or forty-eight baths, with occasional intermissions.—American Druggist.

THE BASIS OF FACT IN FOLK-LORE MEDICINE.

From time immemorial the common people have had a notion that to burn sugar in a sick room was good for the patient. The physician has generally regarded such practice as a superstition. A great many of the physicians allow it to be done simply because they regard it as innocent, but laugh in their sleeves at it.

But it turns out that there is a basis, a real scientific basis for this practice. Prof. Thilbert, of the Pasteur Institute of Paris, says that the burning of sugar develops formic acid, which is an excellent antiseptic. He believes it to be a very practical and effective method of cleansing the sick room.

This is only another instance in which the people were right and the doctors were wrong. Somehow or other the people, wholly ignorant of chemistry and the science of medicine, get hold of things and practice them in spite of the protests of the physician, sometimes for centuries, and at last someone takes the trouble to look into the matter, and finds that the people were right all the time.

It is a good thing to burn a little sugar in a sick room, especially if the patient has been ill for a long time and the means of admitting ventilation and sunlight have been limited. It is a splendid thing. And now that it has the sanction of an eminent authority on the subject, probably the medical profession will quit laughing at it.—Columbus Medical Journal.

SUCCESS LIES IN MAN'S USE OF HIS WILL POWER.

Will is the determinative force in man. The great works which excite the admiration of the race are the evolution of concentration of thought and determination to carry out to successful issue the impulses of the will.

The men who have done great things in the world have not been miracle workers, nor have they been gifted beyond those who have done little or nothing. The secret of their greatness lay in their assertive will power, which they put forward to push them to the front, while the others were lying prone behind, not using the talents with which they were endowed, because they would not exert their will.

To get along in this world, to rise to any height of eminence, you must assert your individuality and let others see the stuff that is in you and what you are capable of doing.

You who would grumble at fate and think you deserve much better treatment at the hands of the fluctuating goddess, put on your thinking cap and try to realize why you are in your present position. Dissect your own character and bring the pieces carefully under the microscope of your own criticism and you will find that you deserve no better than what you are getting.

As a general rule, the world takes a man at his face value. He may intrinsically be worth a mint of gold, but that consideration has nothing to do with his actual worth in the world.

There are billions of dollars worth of gold hidden in the bowels of the earth, but it is useless as long as it remains there. It becomes valuable only when it is mined, separated from the ore and fused into ingots. In the same way a man may have hidden in his composition the rarest qualities and faculties, but they are useless unless brought out and made to do himself and the world service.—Madison C. Peters.

THE NA-DRU-CO. PROPOSITION.

Our readers cannot fail to have been impressed with the excellent advertising being done by the National Drug & Chemical Co., in which they bring their Na-Dru-Co. remedies so prominently to the forefront. This advertising, we understand, is being carried on in more than 600 papers in Canada, and although the intrinsic value of the remedies themselves is quite sufficient to create a continued sale wherever once introduced, yet this advertising cannot fail to give an added stimulus to the sale of these goods everywhere. As the Na-Dru-Co. remedies are "price protected" there cannot be a more desirable line to handle. Just look at the three points.

Goods themselves of the highest class are bound to continue in public favor,—advertising, which is the lever and propels the sale by making the goods universally known—and lastly, and certainly one of the most important points, full prices, and no danger whatever of cutting.

The plan of exploiting these goods on the market has evidently been well thought out, and with a powerful company behind it cannot fail to obtain the largest measure of support.

"350 DOLLAR IDEAS FOR DRUGGISTS.

This is a new book just issued from the press of the Bulletin of Pharmacy and contains all the "Dollar Ideas" which have appeared in that Journal, as well as many additional ones.

The book is a most valuable one for wide-awake druggists, containing as it does "Ideas" on advertising, manufacturing, dispensing, window display and many other live topics.

It is a marvelous collection of practical experience and suggestion at the low price of one dollar. Published by E. G. Swift, Detroit, Mich.

ENLARGEMENT.

Owing to increased demand for space, Messrs. E. G. West & Company have now taken over the entire building at 176 King St. East, consisting of three stories and basement. This, together with their Laboratory on Duke street, gives them over an acre of floor space.

BENZOIC ACID AND SODIUM BENZOATE.

Recent researches have established the fact that **Benzoic acid** and **Sodium Benzoate** are absolutely harmless; as much as 150 grains can be taken daily without the slightest injury to health. 1 part of soda benzoate added to 1,000 of meat, butter, margarine, fruit jellies, liquid glue, etc., keeps them perfectly fresh and free from mould for at least 52 days. This efficiency is most important, because said goods are often sent over long distances or kept in stock for some time. (See "Physiologische Wirkungen der Benzoesaure und des benzoesauren Natriums" von Dr. med. V. Gerlach, 1909).

TO PRODUCE RADIUM.

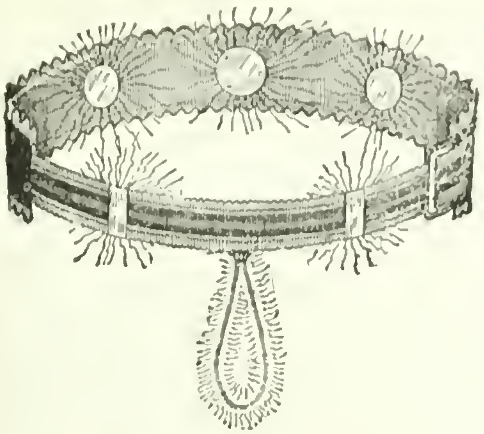
It is stated that radium is to be manufactured on a commercial basis in a new factory which will begin operation this year in London.

The foundation stone of this home of the world's most precious commodity has been laid in Limehouse, East London, by Lady Ramsey, wife of the discoverer of radium, Sir William Ramsey. By a secret process of the latter's invention, the radium will be produced within a period of eight weeks from the pitchblends, which mean about one-fifth of the period at present occupied in manufacture.

From five to ten grammes of radium is all that Sir William hopes to be able to produce during the year. The present price of radium is $90 a milligramme, or $2,500,000 an ounce.—Pacific Pharmacist.

MAKE YOURSELF PROFICIENT IN YOUR CALLING.

"Great men were all great workers in their time,
Steadfast in their purpose, to their calling true;
Keeping with single eye the end in view;
Giving their youthful days and manhood's prime
To ceaseless toil, matin and midnight chime
Often upon their willing labors grew.
In suffering schooled, their souls endurance knew
And over difficulties rose sublime.



ELECTRICITY IS NEW LIFE

MIOXRLS ELECTRIC BELT
for LADIES and GENTLEMEN

NATURE'S VITALIZER to build up and strengthen the Sexual Organs, and for Rheumatism, Neuralgia, Liver and Kidney Troubles, Lumbago, Constipation, Piles, Lame Back, Poor Circulation, Nervous, Restless Nights, Incipient Paralysis, Numbness, Prickly Sensation, Dizziness, Tired Feeling in the morning, Indigestion, Female Weakness and general debility.

We carry a full line of ELECTRICAL BATTERIES for Home Use also ELECTRIC INSOLES. Write for Catalogue.

The J. STEVENS & SON CO., Limited, Toronto, Ont.
ELECTRICAL SPECIALISTS

METAL FURNITURE

for Cafes, Shops, Halls and other Public Places.

There is nothing better in appearance, construction, and for wearing qualities than this line.

—Write for Prices—

LYONS & MARKS, Distributors
120 Bay Street, Toronto, Can.
The Chicago Wire Chair Co.
Manufacturers - Chicago, Ill.

DID YOU EVER

Notice how willingly and generously our travellers take back any rubber goods that are not right? Such is the reason that we have to-day the largest rubber goods business in Canada.

DIXON - WILSON, Limited
66 SPADINA AVENUE,
TORONTO, CANADA

SODA FOUNTAINS

All patterns for counter use

ICE CREAM FREEZERS

ICE BREAKERS

SODA CYLINDERS and everything for the fountain and ice cream trade

GEO. SPARROW & CO.
118 KING ST., EAST, TORONTO

GOMBAULT'S CAUSTIC BALSAM

Always gives satisfaction to the Consumer and pays the Retail Druggist a good profit

None genuine without the signature of
The Lawrence, Williams Co.
Sole Proprietors & Distributors for the
U.S. & CANADA. CLEVELAND, O.

THE GREATEST VETERINARY REMEDY OF THE AGE

Also an absolutely safe Liniment for External Use on the Human Body

At Wholesale Dealers, $12.00 doz. Retails at $1.50 per Bottle

THE LAWRENCE WILLIAMS CO.
TORONTO, ONT. - CLEVELAND, O.

HANDY LAMP

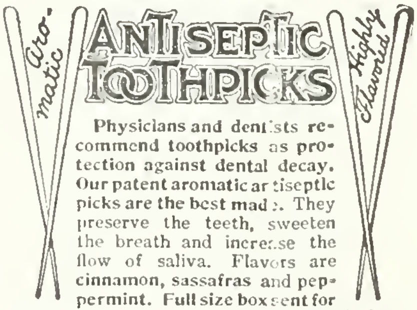
Gasoline Lighting System

Gives a 300 Candle Power Shadowless Light the instant you move the lever. Turns up or down, like gas burns dim when not in use, or can be turned up instantly when more light is needed It floods a 30-foot space with a brilliancy like daylight. Far cheaper than gas, kerosene or electricity and so simple that anyone can use it You can depend upon it for years for any purpose demanding a big, strong light Catalog CD tells why. Send for it now

Brilliant Gas Lamp Co.

Dept. 16 **42 State Street, CHICAGO, ILL.**

TOWER'S PATENT ROUND END



ANTISEPTIC TOOTHPICKS

Physicians and dentists recommend toothpicks as protection against dental decay. Our patent aromatic antiseptic picks are the best made. They preserve the teeth, sweeten the breath and increase the flow of saliva. Flavors are cinnamon, sassafras and peppermint. Full size box sent for 15c. postage and coupon below. We are the largest manufacturers of toothpicks in the country.

CUTTER TOWER CO., 184 Summer Street **Boston, Mass**

Correspondence invited with **dealers, hotel m dentists** and **physicians.**

We want dealers and agents everywhere. **Agents are making from $3 to $10 a day.**

CUTTER TOWER CO., 184 Summer St. Boston, Mass.
Enclosed find 15c. for which please send me one box of
300 Aromatic Antiseptic Toothpicks .... *flavor.*
My grocer's name is ....
My druggist's name is..
Yours truly (Name) ....
(Address)

Wm. Cooper & Nephews

Toronto - Ontario

Canadian Branch of Wm. Cooper & Nephews, Berkhamstead, England.

Proprietors and Manufacturers of :—

- **Cooper's Cattle, Sheep and Hog Dips.**
- **Cooper's Fruit Tree Sprays, V1, V2, V3, V2K.**
- **Cooper's Apterite, Fumigant and Fertilizer.**
- **Cooper's Lavene, Cure for mange.**
- **Cooper's Shofa, Hand Cleaner.**
- **Cooper's Household Disinfectants.**
- **Bitter Lick. Medicated Salt Bricks, Etc**

SEND for TRADE TERMS and ADVERTISING MATTER

Wm. Cooper & Nephews

152 Bay Street
Toronto - Ontario

100,000 CASH BUYING AGENTS WANTED FOR THE WORLD'S CURATIVE MEDICINE

St. Patrick's

BLACK TONIC BITTERS

TRADE MARK: REGISTERED No. 79953.

In bottles, 1/1½, 2/6 and 4/6 each. Per dozen, 10/-, 20/- and 40/. Gross, 108/, 216/- and 432/.

The World's Miraculous Curative Liniment

St. Patrick's Oil

Cures Rheumatism, Sciatica, Lumbago instantly. Acts like magic. The greatest remedy known.

In 1/1½ bottles, stamped, 10/- per doz., 108/- per gross

HAIR RESTORER

(Oriental Rose Cream, the Great Eastern Remedy and Asian Mystery), in 6d., 1/- and 2/- bottles; 4/-, 8/- and 16/ per doz.; per gross, 48/, 90/- and 182/

ORDERS

TERMS: United Kingdom, cash with order is carriage paid. Export, remittance with order is delivered free to any ship, United Kingdom port. A display window show-card is enclosed with each order by the Sole Proprietors and Manufacturers.

McCLUSKEY'S MEDICINE CO.
Park Road, Liverpool

Formulary

((Collected from various sources)

Glove Cleaner.

1—Kaolin	2 oz.
Talcum	1 oz.
Powd. soap	½ oz.
Powd. borax	½ oz.
Ammon. chlorid	½ oz.

Mix; apply with a damp cloth.

2—Dried soap	1 oz.
Water	4 fl. oz.
Lemon oil	30 min.
Saponin	1 dr.
Talc	sufficient

Dissolve the soap in the water, add the saponin and oil, and then enough talc to make a stiff paste. Powdered orris is a useful addition.

3—Take a quantity of flower in a cup or bowl and enough gasoline to make a stiff paste. Apply to gloves, and when dry brush off the flour. This process is said to clean even the seams in gloves.

Whiting for Canvas Shoes.

Pipe clay	1 pound
Spanish white	½ pound
Precipitated chalk	10 ounces
Powdered tragacanth	2 drams
Phenol	2 drams
Oil of verbena	30 drops

Straw Hat Bleach.

Sodium bisulphite	10 parts
Tartaric acid	2 parts
Sodium borate	1 part

The ingredients are reduced to a fine state or division and mixed. For use, the powder is mixed with water and applied to the straw.

Straw Hat Varnish.

White shellac	11 parts
Sodium borate	6 parts
Glycerin	5 parts
Coumarin	q.s.
Water	80 parts

Dissolve the sodium borate in the water; add the shellac in small pieces; heat to about 75° C., and stir until dissolved. Then add the other ingredients.

Furniture Polish.

1—Shellac	4 oz.
Wood alcohol	2 pints
Boiled linseed oil	2 pints
Turpentine oil	8 fl. ozs.

2—Turpentine oil	1 pint
Boiled linseed oil	2 pints
Paraffin oil	2 pints

3—Balsam of fir	1 oz.
Ether	3 fl. oz.
Turpentine oil	1 fl. oz.
Dammar varnish	3 fl. oz.
Raw linseed oil to make	2 pints

4—Linseed oil, raw	32 ounces
Alcohol	8 ounces
Dilute acetic acid	8 ounces
Oil turpentine	8 ounces
Sol. antimony chloride	2 ounces

5—Venice turpentine	6 ounces
Linseed oil	1 pint

6—Wax	16 ounces
Linseed oil	4 ounces
Oil turpentine	4 ounces

7—Wax	4 ounces
Yellow soap	2 ounces
Water	2½ pints
Linseed oil	4 ounces
Oil turpentine	4 ounces

Boil the wax, soap and water together until a homogenous mixture is obtained, then add the oils.

Cloth Cleaner.

1—Oleate of ammonia	2 ounces
Solution of ammonia	2 ounces
Ether	1 ounce
Benzine	5 ounces
Chloroform	1 ounce

Mix the solution and oleate; shake well and add the ether; shake and add five ounces of benzine; agitate thoroughly. Allow to stand for a few minutes and shake at intervals, when a mixture having the constituency of cream and showing but little tendency to separate will result.

(Paste).

2—Ether	½ ounce.
Alcohol	3 ounces
Stronger ammonia	1½ ounces

Mix and add to 1 gallon of water in which has been dissolved 3 cakes of Ivory or other suitable soap.

Soap Powders.

1—Calcined soda	80 parts
Sodium sulphate	10 parts
Sodium chloride	5 parts
Water	5 parts

2—Calcined soda	90 parts
Borax	5 parts
Water	5 parts

3—Calcined soda	91 parts
Ammonium chloride	6 parts
Soap powder	2 parts
Water	1 part

4—Caustic soda	40 parts
Soap powder	30 parts
Starch	10 parts
Water	20 parts

5 Calcined soda	90 parts
Sodium hyposulphite	5 parts
Borax	2 parts
Water	3 parts

Jackman recommends the following as a succedaneum for the much-used bleaching solution: (Merck's Report).

6—Sodium carbonate, crystal	6 lbs.
Borax	1 lb.

Dissolve in a gallon of boiling water, let cool, and add 8 ounces potassium carbonate and 6¼ fluid ounces of ammonia water. Over 2 pounds of fresh quicklime pour a gallon of boiling water, stir well, and set aside. After a little time pour off the clear liquid and add to the foregoing. The dissolved lime decomposes a corresponding quantity of the sodium salt, and thus produces a weak solution of caustic soda.

7—Powdered Curd (hard) soap	4 parts
Sodium carbonate	3 parts
Sodium silicate	2 parts

Make as dry as possible and intimately mix.

Borax Soap Powder.

8—Podwered Curd (hard) soap	5 parts
Soda ash	3 parts
Sodium silicate	2 parts
Borax (crude)	1 part

Each ingredient is thoroughly dried, and all mixed together by sifting.

London Soap Powder.

9—Yellow soap	6 parts
Sodium carbonate	3 parts
Pearl ash	1½ parts
Sodium sulphate	1½ parts
Palm oil	1 part

Marking Paste for Laundry Use.

The following formula (Neu. Erfind.) is offered for a marking ink for laundry use:

Copper sulphate	2 parts
Anilin hydrochloride	3 parts
Dextrin	1 part
Glycerin	enough to make a paste

Mix well and put up in tin boxes.

Indestructible Ink for Writing on Glass.

Labels on bottles containing solutions of various chemical substances are often attacked by the latter, and in a short time become illegible. In such cases it is advisable to write on the glass directly with an ink that is not affected by chemical substances. Such an ink is made according to the following formula:

Shellac	10	grams
Alcohol	75	c.c.
Borax	18	grams
Distilled water	125	c.c.
Methyl violet	0.5	gram.

The shellac is dissolved in the alcohol, and the borax in the water. The alcoholic solution, previously slightly warmed, is then added to the borax solution, little by little, and as soon as the two solutions are thoroughly mixed the methyl violet is added.

Bottles and other vessels marked with this ink can be readily cleaned with a damp cloth without causing the slightest injury to the label.—Nat. Drug.

Stationery

IMPORT GOODS.

Elsewhere in this issue the Copp Clark Co., Ltd., Toronto, call the attention of our readers to their large lines of import goods for the season of 1910, which they are now exhibiting through their travellers. These goods embrace a number which are particularly adapted to the retail druggist's trade, and it will be well worth while looking over their samples before ordering elsewhere. Their travellers carry a complete line of samples to be shown in the larger centres, and for the accommodation of those retailers who so desire it commodious sample rooms have been opened at the King Edward Hotel, Toronto, which will prove a great convenience to many. Appointments can be made by mail.

Special lines of Christmas and New Year's cards, papeteries, etc., are well worthy of inspection, and orders should be placed early. This firm also offer some special lines from stock which should prove additional inducements to the retail trade, amongst others, paper clips in metal boxes, containing one gross of assorted sizes; tags for household use or for tourists, put up twelve manilla tags in a package and each perforated so as to be easily detached, complete with strong cord and blotter. These are an excellent selling line and should be kept in stock. They are sold at 35 cents per dozen packages. Brass drawing pins, English make, assorted sizes, in metal boxes. A splendid line of deed boxes, made of extra strong tin steel plate and japaned. They are also offering an article for cleaning gloves, handbags, jewelry and leather goods, and which also renovates picture books, silks, satins, etc. This preparation, "Art Gum," is put up in attractive display boxes for the counter, and should command a ready sale wherever shown.

Messrs. Copp Clark Co. have a splendid assortment of papeteries, standard lines which are excellent value and commend themselves to a discriminating public.

* * * *

Valentine & Sons, United Pub'g Company, Limited, have placed in the hands of their travellers a complete assortment of samples of post cards suitable for Hallowe'en, Thanksgiving, Christmas and New Year's, besides a fine assortment of novelties which the trade, we are sure, will appreciate. The high standard of the goods manufactured by this firm insures a ready sale of their cards, etc., wherever exhibited, and our readers will do well to carefully inspect their samples and place their orders early. The travellers are now on the road, and our readers may expect to be called upon promptly.

E. MORRIS & CO.

(Wholesale)

STATIONERY
SCHOOL SUPPLIES
POSTCARDS

LOCAL VIEW POSTCARDS

We have the exclusive handling of the Products of Three of the leading German Postcard Factories Specialists in their own particular style of card.

CHROMOTYPE **BLACK and WHITE**
HAND-COLORED **SEPIA—BROWN**
MARINE—BLUE

PRICES FROM $4.50 m.

Write for samples, which will convince you that we are showing HIGH GRADE cards only.

VANCOUVER, B. C.

Exercise, Scribbling and Pen and Pencil Books

Our NEW lines are now ready

12 of the Brightest and Best Covers ever issued with some 50 other lines of Lithographed covers to choose from. Write us for prices.

E. H. HARCOURT CO., Limited

Publishers of the—

Ontario Copy Books
Ontario Writing Course
Ontario Blank Copy Book
Quebec Copy Books
New Brunswick Copy Books

TORONTO - - Ontario

IMPORT SEASON

1910

Christmas and New Year Cards, Calendars, Papeteries,
Novelties, Etc.
Popular lines of Post Cards and Post Card Albums, Etc.

SAMPLES ARE READY FOR INSPECTION.

Place your order NOW for stock of these PROFITABLE GOODS

While our travellers will carry complete lines of samples to show in the larger places, we are also exhibiting them at TORONTO in commodious sample rooms at the KING EDWARD HOTEL. The trade generally will find this a convenience and an opportunity of making careful selection of their wants. Write at once for particulars, so that dates for appointment may be arranged.

THE COPP, CLARK CO., Limited, Toronto, Canada

Everybody Buys

Valentine's

series

of

Canadian View

POST CARDS

WHY?

Because they are the post cards of perfection and the line is the largest and most varied

Many new and dainty styles for 1910.

"Time to stock up"

"The tourist will soon be along"

THE VALENTINE & SONS

UNITED PUBLISHING COMPANY LIMITED

60 Front West
TORONTO

1 Coristine Building
MONTREAL

William Mather, Limited

MANCHESTER

ESTABLISHED 1847

"VENTILO" PLAISTER

(Patent 20808)

In India-Rubber and Plumbi Base

HOSPITAL, INFIRMARY, SURGICAL & PHARMACEUTICAL PLAISTERS

Great saving of time and cleanliness in cutting pieces of a uniform width from any roll of Plaister.

Samples and Prices on application

Specialty: Pharmacopœia and Surgical Plaisters in

INDIARUBBER COMBINATION. Porous, Plain and "Ventilo" Spread

In order to meet the largely increased demand for our Rubber Combination Plaister, new and additional machinery (Calendar process) has been laid down, and we now possess every facility for the production of Perfect Plaisters, and are in a position to execute orders without delay.

BELLADONNA POROUS OR "VENTILO" PLAISTERS

RUBBER COMBINATION

Guaranteed to contain 0·5 % Root Extract Belladonna Alkaloids

N.B.—Belladonna Plaisters, made in strict compliance with the new 1898 Pharmacopœia, are reddish brown in color.

London Agents: MACE & HALDANE, 94 Milton St., E.C

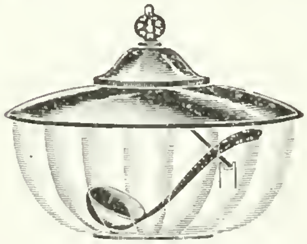
THE PERFECT SERVICE YOU WANT

At Your Soda Fountain

Will be Found Wherever the

BOHNER PATENT CRUSHED FRUIT BOWL

IS IN USE



Ladle inside under cover. Handle resting on rod, always clean and ready for use.

It possesses all the qualities that make for facilify af service and insure cleanliness. **It is accepted by Health and Food Law Authorities** everywhere as the acme of perfection in the service of fruits and fruit syrups. It is endorsed and most extensively used of all bowls, **BECAUSE** it precludes the possibility of contamination by dust, flies, bugs, etc. The service ladle is inside under cover. The handle rests on a rod and is always clean and ready for use.

All Jobbers Handle Them

BOHNER MFG. CO., **42 State Street, CHICAGO**

SAL HEPATICA

REVISED PRICES FOR CANADA

Small size, per doz., $2.85
Medium " " 6.80
Large " " 14.50

$20.00 lots less 5 p.c. trade discount
50.00 lots less 10 p.c. trade discount
Terms, 5 p.c. 30 days

BRISTOL-MYERS CO.
277-279 GREENE AVE.
BROOKLIN - NEW YORK

CANADIAN AGENTS
LYMAN, SONS & CO., Montreal
THE LYMAN BROS. & CO., Ltd., Toronto

Buntin, Gillies & Co., Limited, Hamilton, are advertising a new range of scribblers and exercise books for the spring trade. Samples are now in the travellers' hands and are proving popular everywhere. Six of the covers are without doubt the finest ever offered in Canada, two being reproductions of famous paintings: the ship scene, "Down Channel," by W. H. Pearson, and the hunting scene, "Full Cry," by J. H. Cooper.

The Christmas line for 1910, now being shown by this house, is far ahead of anything previously offered. In addition to other lines they have secured the Canadian agency for Wm. Ritchie & Sons' reliable series of Christmas cards and booklets. Dealers should see these before ordering their holiday goods.

NEW NOVELTIES FROM EUROPE.

It is worthy of note that many of the prominent wholesale houses of to-day who occupy a position "par excellence" in their respective fields, are those who have always had the continuous support of the trade and held the confidence of the retail merchant. Such is indeed the case of Messrs. Warwick Bros. and Rutter, of Toronto, who would have been unable to build up their enormous import trade in European novelties had not the goods supplied and the methods of conducting business given at all times unfailing satisfaction to a large and ever-growing clientele. It is a case of an old firm being more vigorous to-day than at any period of its history, as an inspection of the magnificent show rooms in which are now displayed the largest and most attractive range of samples this firm have ever shown.

Amongst other goods the following will give but a brief outline of the tremendous stock handled in all its branches: Shaving stands with hot water attachments, and spirit lamp underneath for heating purposes; hand mirrors, fancy and decorated; celluloid goods of every description; toilet articles for ladies and gentlemen. The ebony display covered practically everything for which ebony could be used. Leather goods in endless variety: travelling bags, beaded boxes, tobacco pouches, cigar cases, holders and collar and cuff boxes, stand baskets, photo frames, postcard albums, bridge score cards, music rolls and portfolios. Some exceptionally artistic pearl desk sets and jewel cases for the ladies' boudoir were noticed. The exhibition of brassware was distinct in itself and embraced everything from the chafing-dish to the insignificant but essential pin tray. Perhaps nothing has come into more popular vogue than brass during the last season, and in addition to the hammered ware so many are now making the purchase of, more expensive lines and a larger stock is being carried by the druggist and fancy goods retailer than ever before. Electric fixtures in many original and ingenious designs were displayed to cater to the growing demand that a bigger appreciation of art has engendered.

Sterling silver goods were given particular prominence, and they also in their range would meet the most exacting demands.

Altogether the assortment offered the trade by Messrs. Warwick Bros. & Rutter more than lives up to the enviable reputation the firm possesses, which is not surprising considering the unfailing courtesy and consideration extended at all times to those who have had the pleasure of doing business with them.

THE NYAL REMEDIES.

Amongst the preparations which druggists find it desirable to handle, both on account of their quality, attractiveness of package and guaranteed advertised prices, are the Nyal Remedies. Wherever introduced, and that means all of the Dominion, these goods have taken splendidly and the excellent display furnished for show windows, and the liberal advertising, gives every assurance of the popular demand. Some of the most attractive windows we have seen have been made up of Nyal displays, and they have proved to be splendid salesmen for this line of "price protected" popular remedies.

PHOTOGRAPHY

Restoring Bromide Paper.

The following method of making old fogged bromide paper workable again is given in the photographic column of the "North Western Daily Mail." A solution is made containing four grains of potassium permanganate in eight ounces of water, and to this twenty minims of sulphuric acid are added. The paper is allowed to soak in this for a minute, and is then rinsed and placed in a solution which contains twenty grains of sodium sulphite to each ounce of water. In this the paper should remain for, say, another minute. It is then once more rinsed, and the surface water mopped off with a piece of clean cotton-wool, and the exposure made and developed in the ordinary way. The image will come up clear and strong without the slightest trace of fog. As the treatment considerably reduces the speed of the paper, it is best to make a trial exposure, and a note should be made of the comparative difference in the speed of the paper thus treated and the same paper used fresh from the maker. It will be found that some makes require as much as twice the exposure. The treatment is, of course, carried out in the dark room.

Glazing Prints.

Here are some useful hints for those who have trouble in squeegeeing prints. "For a long time," said Mr. Baillie at the Edinburgh Photographic Society, "I used Ferrotype plates for squeegeeing prints. The chief difficulty I had with them was that they got easily scratched and damaged, as one must keep them clean in order to prevent the prints sticking to them. They may be cleaned with a pad of cotton-wool and a few drops of benzine. The mistake I made was in cleaning them with a cloth that was too rough, or rubbing them too hard.

Latterly I have been squeegeeing my prints on to glass plates. I first wash the glass with Monkey Brand, rinse it off, dry the glass, then I put a few drops of paraffin oil on a woollen rag and rub it all over. Then I polish it up with clean dusters until apparently all the paraffin is rubbed off. Meantime my dried prints have been placed to soak for a short time in clean water, in which they are kept till they flatten out, and are squeegeed with blotting paper on the top of them in the usual way. I have not had a single print stick after this treatment."

Acid, Hydrofluoric.

Like hydrochloric acid, hydrofluoric acid is the solution of a gas in water, and the two resemble each other in being poisonous and corrosive. In these respects hydrofluoric acid is the worse. It attacks almost everything. It dissolves glass, so it cannot be kept in glass bottles, or used in glazed dishes. It is a colorless, fuming liquid, which is sold in gutta-percha bottles, and generally used in lead dishes. For temporary purposes it may be put into a glass bottle if the whole of the interior has first been coated with melted beeswax, but this is only a very temporary protection; and there is no real need for the photographer to use hydrofluoric acid at all.

Hydrofluoric acid is an ingredient in solutions used for stripping negatives, such as "Cresco-Fylma." It acts by dissolving the surface of the glass to which the gelatin film is adhering, and so loosens it almost directly.

As even in the very dilute form that is used in photography it is very corrosive, care should be taken not to dip the fingers into any liquid containing hydrofluoric acid. The cheapest quality like to be met with is quite good enough for photographic purposes.

FORMULA.

For Stripping Negatives.

Hydrofluoric acid	25 drops.
Water	5 ounces.

The drops are to be counted, not measured, into a waxed or leaden dish, and the water added at once, taking care not to inhale the fumes. The negative should first be hardened in

Formalin	1 dram
Water	2 ounces.

and then be rinsed and put into the dilute hydrofluoric acid. Almost directly the film will be loosened, and in about a minute it may be pushed at the edges of the glass with a match, and gradually ease off the glass. It is then transferred either to water or to

Methylated spirit	2 ounces
Formaline	½ ounce
Water	3 ounces

and is then again rinsed, floated on to a clean piece of glass and allowed to dry. If the plain water is used, the final negative will be much larger than it was originally; but if the bath given above is employed, this is largely counteracted.

Acid, Nitric.

Nitric acid is another highly corrosive, fuming, poisonous liquid, which must be kept, if kept at all, in a well stoppered bottle. It is on the market in several qualities, but as very little is needed in photography, it is no extravagance to get the best. This is the kind kept by chemists and druggists, and known as "B.P." (British Pharmacopoeia), with a specific gravity of 1.420. The antidotes are the same as for hydrochloric acid.

FARMER'S "BAITED" RAT PASTE

The most reliable and safest RAT POISON which has yet been introduced. Destroys Beetles, Crickets, Mice, Cockroaches and all vermin.

It is put up in COLLAPSIBLE TUBES selling at fifteen and twenty five cents each. Prices to the trade 80 cents and $1.50 per dozen. Order from your jobber, or direct from the sole agents,

THE SUNDRIES IMPORT COMPANY
1 Augusta Ave., Toronto, Canada

ENSIGN
CAMERAS and
FILMS

The "ENSIGNETTE"

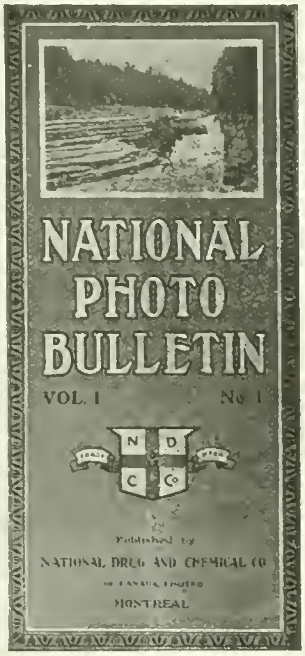
The Leading Camera this season for Films—goes in the Vest Pocket, $9.00

Every Dealer should Stock Them

SOLE AGENTS

The United Photographic Stores, Limited

MONTREAL OTTAWA QUEBEC TORONTO

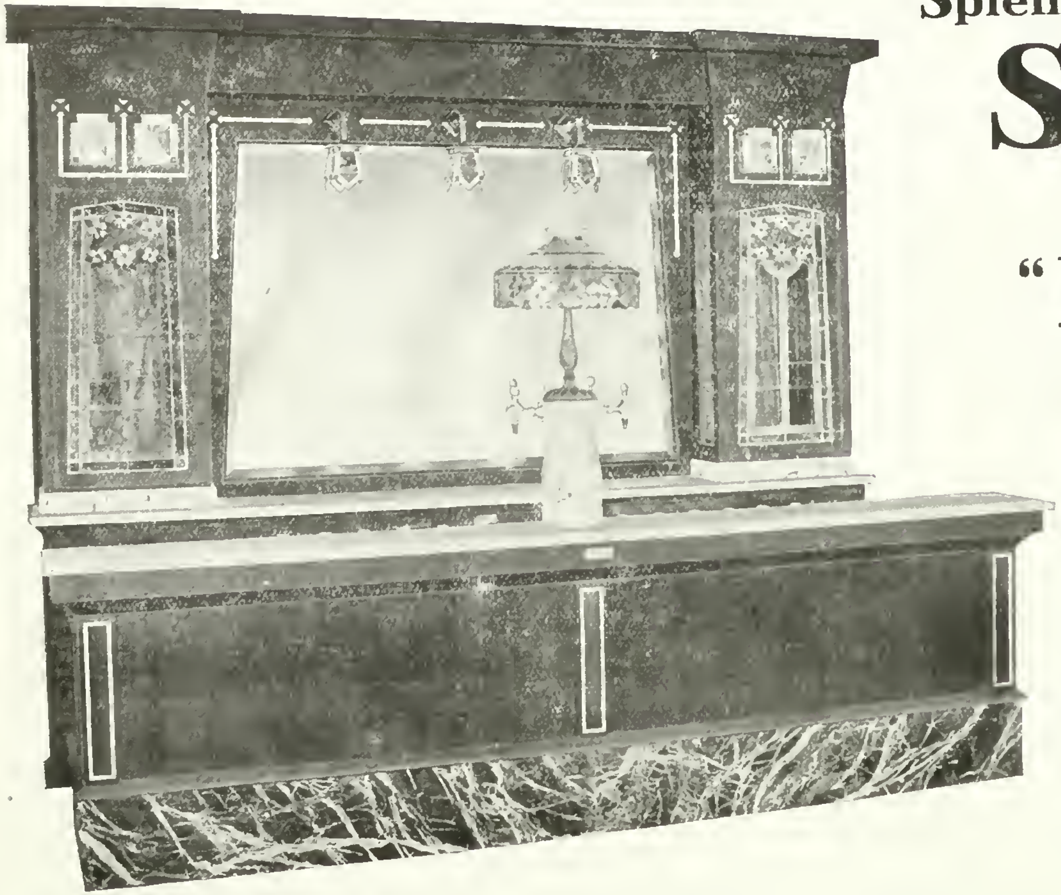


The National Photo Bulletin

will sell Photographic Goods for you

If you are handling our photographic goods, and will send us a list of names of those interested in photography in your town or district, we will each month mail to them free of charge a copy of our Photo Bulletin. The Bulletin is crammed full of useful information for photographers, including descriptions of the latest applications and methods. With the first copy we will send a letter stating that the Bulletin is sent at your request and that you will be pleased to show any of the articles described on it. Send in your list at once then note how your sales of photographic goods increase.

National Drug and Chemical Company of Canada, Limited
Montreal



Splendid Profits in

Soda Water

especially when you operate a

"Liquid Iceless"

Soda Fountain

The "Liquid Iceless" Soda Fountain has so swept the United States that we are now preparing to enter the Canadian markets.

In the United States soda water may be called the National drink, and there are 50,000 soda fountains in operation in Uncle Sam's domain

Canadian confectioners, druggists, bakers, and proprietors of general merchandise establishments should look into the profits in soda water.

A glass of soda water for which you get 5 cents, costs about 1¼ cents to dispense; a 10-cent drink costs you from 2½ to 3 cents, and it is all **cash** business. Not only this, but it will bring you a great crowd of new trade that never entered your store before.

Immediate Shipment of "Stock" Fountains Promised

We have on hand a handsome line of stock fountains, built many at a time during the dull season, at about half cost of the same fountains if built special.

This is why we can offer you beautiful "Liquid Iceless" fountains, sanitary in every detail and highly perfected, as low as **$400** and up, f. o. b. Chicago factory.

What is the "Liquid Iceless"?

By "Iceless" we do not mean a fountain that requires no ice, but this term is being used in the United States to indicate a fountain which requires no ice for icing the soda water coolers or for refrigerating the fountain, all this refrigeration being done by the salted ice packed around the ice cream cans.

The working parts of the "Liquid Iceless" Soda Fountain are built wholly of marble and metal, with cork insulation between. It is wholly sanitary, containing absolutely nothing that can absorb moisture or harbor decay of any kind.

Outfits for $150.00

We also offer thoroughly practical soda water apparatus (not the iceless type) as low as $150, f. o. b. Chicago.

Special Fountains

We operate the largest soda fountain factory in the world, with a larger output than any other two firms combined, and our immense manufacturing facilities permits us to execute orders for fountains of special design at lowest prices, and in less time than any other house in the business can do it.

Use the coupon.

For further information write us at Chicago headquarters.

The Liquid Carbonic Company
Chicago, Ill., U. S. A.

Gentlemen: Please send further information about soda water dispensing, and give an estimate on the cost of a................................fountain to occupy about........ft. x........ft. floor space.

Name ______________________

Town ____________ Province

Can. Drug., Apr. '10

The Liquid Carbonic Company

430-450 Wells Street, Chicago

The only likely uses of nitric acid are (1) in reducing with Sanzol, when it is added in small quantity to the solution of Sanzol itself, and (2) as a preservative for pyro. It is still given in some plate formulae as a suitable acid with which to acidify the pyro solution, but owing to its powerful oxidizing action, it is of all common acids the least suitable for the purpose.

Sanzol Reducer.

Sanzol	2 grains
Water	1 ounce
Nitric acid	15 minims

The negative to be reduced is placed in this solution, and the dish is rocked until reduction has proceeded far enough. It is then transferred to dilute ammounia (strong ammonia 15 minims, water 1 ounce) for three minutes, and washed for a quarter of an hour. It is a good reducer for over-developed negatives, as it does not attack the shadow detail disproportionately.

Pyro Preserved with Nitric Acid.

Pyro..................1 ounce dissolved in
Water.............9 ounces 1 dram,
to which has previously been added
Nitric acid.............30 minims.

This is a ten per cent. solution of pyro, and may be substituted for any other in formulae for the development of plates or films.—Photography.

LOCAL VIEWS MADE
to order in quantities of 500 of a subject in TWO WEEKS. Glazed photo process on white or colored card board. Send for samples and finely illustrated Catalogue; all your wants in Post Cards represented in this book at a saving of 50 to 100 per cent. Buy DIRECT from the Manufacturer and Importer. Salesman's commissions and jobber's profits GO TO YOU.
BOBBE LITHO CO., P. O. Box 2128, NEW YORK CITY
WE PAY THE FREIGHT

The Bobbe Litho Company of New York are now soliciting orders direct from the retail trade and have issued a finely illustrated catalogue of pictorial post cards, a copy of which they will gladly forward to anyone mentioning the Canadian Druggist. Write them at once for this season's busines s

ODOL.

The Odol Chemical Works, London, England, have a full-page announcement in this issue calling attention to their special product, Odol, one of the best selling and satisfaction-giving specialties of its kind on the market. This delightful tooth preparation is being extensively advertised in U. S. periodicals having a large circulation in Canada, and there will undoubtedly be an increased demand for the article. The U. S. agents are Messrs. George Bogfeldt & Co., New York City.

Optical

HOW TO TEST EYES AND FIT GLASSES.

The Orthodox Method of Examination Explained by a Refractionist—Frame Fitting and the Treatment of Patrons.

Notwithstanding the progress made in practical refraction there are still many opticians whose examination lacks the thoroughness and system that every individual case merits. This is sometimes by reason of lack of knowledge, sometimes by reason of mistaken judgment and sometimes, we fear, by reason of a pressure of time. To guide these aright we have had a very successful and accomplished refractionist explain the exact modus operandi pursued by him, and while each one has to some extent his own way of testing we consider our contributor's mode of examination here published very complete and certain to be productive of satisfactory results if it is carefully carried out:

Refraction, as practiced to-day, is a most exact science, requiring for success on the part of the practitioner practical knowledge in mathematics, philosophy, physiology and psychology—mathematics for the mental calculations; philosophy for ratiocination in regard to the various combinations of lenses that will enable the optician to demonstrate his formula and the defects that he seeks to overcome; physiology for the consideration of the various physical and nervous derangements so that the operator may diagnose the cause and determine to what extent eye defects may be responsible and how far the cause may be removed by the use of glasses. Psychology is a new factor to some, perhaps, but it is one of the most potential, for one may be skilled and thorough in his possession of knowledge and ability, yet lacking in quality of expression and demonstration to convince patrons by sheer mental force and power of suggestion. Psychology may be rightly termed the first shot at our patrons, for the great majority of patrons come with the intentions of receiving benefits at a small cost. Not a few come wishing to select their own glasses. Tact and psychology, therefore, go hand in hand to correctly size up the patron and obtain a change of mind to your way of thinking. If you be sincere, you will win with very few exceptions.

Dark Room a Modern Essential.

I am presuming that one and all in this line of work are equipped with an up-to-date dark room, thoroughly furnished with one or more of the useful instruments that are of aid to the busy refractionist. Time is saved if you can get your patient in the dark room and there carry on your conversation in a private way. If you work without a dark room, let me tell you frankly that you will not have the pleasure nor interest in the work, nor obtain as good results. First impressions are of great value with all, without any exception; your dark room tastefully furnished and equipped with instruments of scientific appearance, your own person neat and tidy, your self-confidence and ease of manner do far more to gain the confidence of a hesitating patron, than all you might have to say in a multitude of words. Have a most rigid rule of not allowing anyone in the dark room other than the patron and yourself. Coming from the counter as a business man, most of you I presume have had the experience of a possible purchaser with a friend or two accompanying, where the friend had most to say, not infrequently knocking the sale. So it is with the dark room.

If a second party is by force of circumstances allowed in the dark room, give such a one to plainly understand that he or she is to be silent until spoken to. Show in a respectful, yet forceful, manner that you are master of the situation and that you wish to have all things for the present just as you desire. If your patron cannot give you from twenty to thirty minutes of time for the examination and test, better not make the attempt, explaining that to do thoroughly accurate work, one must not be pressed for time, and as you desire to guarantee your work to prove satisfactory, that you cannot do so if obliged to work in haste. Having the patron in the dark room and willing to undergo the examination and test, ask them to remove hat and outer wraps. Inquire the full name and address, at the time making mental note of facial and general appearance. Make your diagnosis and examination most complete before attempting any test. The following is given as the regular order of the writer:

How to Make a Test.

First an examination with the retinoscope, in estimation of the errors indicating need of lenses plus or minus, also the presence of astigmatism, noting the axis as indicated by the position of the band of light. Next with the ophthalmoscope get as clear and full a view of the eye as possible. Use the instrument on every case and you will soon be able to force your own accommodation to relax at will. At this point your knowledge of physiology and the nerve structure will enable you to make a quick survey and diagnosis of conditions and to form an opinion as to what extent you may expect to give relief. The writer obtains best results with an eight candlepower electric light, frosted globe, swung on a free cord as a regular drop light, which enables him to fix the distance between the eye of the patron and the operator and obtain the reflex by moving the light backward and forward as required, thus also enabling one to get an idea of the action of the iris. Make your diagnosis of what you see here and keep it in mind when making the test with lenses and note how your estimation compares with actual results.

Testing for Astigmatism.

Next, with the opthalmometer, make the examination for corneal astigmatism, noting the primary and secondary axes, and the probable amount of error as given on the instrument. The amount is only an estimation, no more. Small degress of astigmatism may not be perceptible to the operator in every case, but such are manifested on the test chart. In high degrees of astigmatism there are frequent cases where the patron is not able to note any separation in the lines on the chart, nor any difference in the shading of the lines; in such cases you have the axis and know for certain that there is a high degree of astigmatism, so you proceed to apply cylinders on the axis as indicated and build up until vision is brought out clearly, with only very few questions being asked of the patron. At the trial case ascertain vision at the near and far point with both eyes together without lenses, and each eye separate at the far point, making note of findings on paper or blackboard. Do not trust to memory on these points for you may get confused. Adjust the trial frames and proceed to the full test. Fog all eyes, young and old alike, apply a plus lens about 5 D. or more and reducing with minus spheres .25 D. at a time, until vision is brought to one line above that without lenses.

Reduce the combination to a single sphere and then try the astigmatic chart; if all the lines appear on an equal shade and are equally separated, there is no astigmatism present; but if there is a difference in the appearance of the lines, some standing out more clearly and separate than others, there is astigmatism present. Proceed to correct it by applying minus cylinders .25 at a time, until all the lines are of equal distinctness, the axis of the minus cylinders being just opposite angles to the blackest lines. Thus if the lines from 12 to 6 stand out the clearest, apply the cylinders at axis 180°, when the lines appear equally distinct, refer again to the letter chart and you will perceive in most cases that vision has been brought up to $^{20}/_{20}$.

Always Prove Your Work.

Test each eye in the same way and then prove the correctness of the test by turning two cylinders off or away from the axis; if vision is made worse, you know that the cylinders are needed. Try to reduce or increase the strength of them; if vision is made worse in either way the present strength is correct. Prove to the satisfaction of the patrons that vision is better with the glasses than without, by letting them see the difference. It is sometimes a difficult proposition to convince some people that they will be helped in more ways than one by the constant use of glasses, especially so in cases of hyperopia. Transpose the combination to correct form before making the test for the near point.

There's Money in Fly Paper!

The Essentials Necessary are

WHEN TO BUY AND WHEN TO SELL
WHAT TO BUY AND WHAT TO SELL

PLACE YOUR ORDERS NOW FOR YOUR SEASON'S SUPPLY OF

Lyman's Lightning Fly Paper Poison

AS IT IS THE ONLY KIND THAT PAYS
YOU 150 PER CENT. PROFIT

It has been Killing Flies for nearly Sixty Years

MANUFACTURED BY

THE LYMAN BROS. & CO., LIMITED, TORONTO

OPTICAL EDUCATION BUSINESS AND SUCCESS

TO DRUGGISTS WHO WISH A LUCRATIVE OPTICAL PRACTICE

WE — OFFER

Our Instructors come to you. Teach you the science. Establish a business which yields magnificent profits. You get the knowledge, optical patronage of your locality and all future business without spending one dollar. Write for particulars.

Empire College of Ophthalmology, Ltd., 358 Queen St. West, Toronto

THE CANADIAN COLLEGE OF OPTICS.

OUR CORRESPONDENCE COURSE IN OPTICS has been such a success that we would like you to know what those who have taken it have to say. Correspondence Courses can begin any time. The same diploma is given correspondence students as class room students. Write for full particulars to **W. E. HAMILL, M. D., Oculist, Janes Building, TORONTO.**

Trade Notes

Ontario.

F. A. Gray has opened a drug store at Burlington, Ont.

R. O. Fisher has opened a new business at Oakville, Ont.

W. H. Snider has opened a new drug business at 1007 Bloor St. West, Toronto.

C. M. Ritchie has taken over the drug business of W. H. Cummins, Dundas, Ont.

R. E. Crane has purchased the drug business of T. H. Duncombe, St. Thomas, Ont.

McKenzie Brown has purchased the drug business of W. C. Sweet, 132 Royce Ave., Toronto, Ont.

The firm name of C. H. Dunn & Co., Chatham, Ont., has been changed to C. H. Dunn Co., Ltd.

H. G. McIntosh has taken over the drug business of L. C. Armstrong, 822 Queen St. East, Toronto, Ont.

Quebec.

E. A. Ransom, druggist at Lachine, Que., is giving up business.

M. Shagnon, druggist of Sherbrooke, Que., suffered a loss by fire recently.

J. R. McBain, druggist at Sherbrooke, Que., suffered a loss by fire recently.

The International Drug Store has registered as doing business at Montreal, Que.

The La Rose Medical Co., of Montreal, have registered as manufacturers of patent medicines.

J. J. Weinfield has purchased the drug stock of the late J. A. Nicolle and moved it to the corner of Bleury and Dorchester streets, Montreal, Que.

The National Glass, Limited, has been incorporated to deal in glass, glassware, paints and varnishes. Capital, $45,000. Head office, Montreal, Que.

British Columbia.

C. H. Allison will shortly open a drug and stationery business at Fort George, B.C.

The wholesale drug business in Victoria B.C., formerly under the name of Henderson Bros., Limited, is now known as "The National Drug & Chemical Co., Limited."

W. J. Atchison has retired from the drug firm of Beattie & Atchison, Cranbrook, B.C., and is succeeded by Frank Murphy. The new firm will be known as The Beattie-Murphy Co., Ltd.

Manitoba.

Gillespie & Campbell, druggists at Winnipeg, Man., have given up business.

Saskatchewan.

S. M. Martin has opened a drug store at Landis, Sask.

A. E. Cantelon has purchased the drug business of G. F. Daintry, Hanley, Sask.

M. A. Elliott has taken over the drug business of Coleman & Elliott, Milestone, Sask.

C. H. Hopkins, druggist and stationer at Alameda, Sask., has sold his business to H. H. Galloway.

Creighton & Creighton have started a drug business at Bienfait, Sask.

The drug business of W. Dainty, Outlook, Sask., was completely destroyed by fire on March 21st.

Johannesson & Bjornason have taken over the drug business of Paulson & Johannesson, Leslie, Sask.

Alberta.

R. B. Barnes, druggist, at McLeod, Alta., suffered a loss by fire recently.

G. W. Edmonds, druggist at Okotoks, Alta., has sold his business.

J. J. Johnston, druggist at Lethbridge, Alta, has taken S. Jackson in the business as a partner.

CORRECTION.

We are informed that the item in our last issue in reference to the business of McDuffee Bros. & Co., was incorrect, as they have not given up business at Raymond, Alta. We regret this error and also any inconvenience which it may have caused.

MR. REID IN CHARGE.

We are informed that the entire drug sundry department of the Walpole Rubber Co., Ltd., Montreal, has been placed in charge of Mr. Thomas Reid, who will hereafter look after and give his personal time and attention to this branch of the firm's business. We learn also that an extensive development in all specialties pertaining to this department is contemplated, and everything in the drug sundry line will be under Mr. Reid's direct supervision.

Mr. Reid's wide acquaintance with the druggists of Canada, and his long experience makes him well fitted for the position, and his appointment augurs well for the further development of this firm's large and increasing trade.

THE ADVERTISER'S A, B, C.

We are in receipt of the 1910 edition of the Advertiser's A, B, C, being the newspaper directory published by T. B. Browne, Ltd., 163 Queen Victoria St., London, England. The present edition is quite up to the standard of former ones of this valuable work. A noteworthy feature of the book is that of the specimen advertisements, which are worthy of special notice, and show the high standard of work which is executed for the firm's clients.

The book is well bound and typographically leaves nothing to be desired. It is published at 10 shillings and 6 pence net.

For Professional Photography.

THE NEW

Portrait Argo

THREE SURFACES

Velours, Matte and Rough

Soft, Brilliant, Rapid

Rich Platinum Blacks

$1.50 per Gross Cabinet.

DEFENDER PHOTO SUPPLY CO.

Argo Park, Rochester, N. Y.

BRANCHES Boston, New York, Philadelphia, Pittsburg, Buffalo, Toronto, Cleveland, Cincinnati, Chicago, St. Louis, San. Francisco.

Canadian Druggists !!

YOU GET FULL PROFITS ON Nature's Remedy
REG. U.S. PAT. OFFICE
NR - TABLETS - NR

WRITE TO-DAY for our Special Proposition. It's a live one—one that will make good and do it quick.

TO PROTECT YOUR PROFITS

We have discontinued selling Nature's Remedy through Jobbers, and all orders will be filled direct, prepaid.

PERSONAL.—If you have never used Nature's Remedy, we would like to send you a box free for personal use. It is the most satisfactory laxative on the market and is used and recommended by thousands of the best druggists the world over. Let us show you. Write for free box and proposition. **DO IT NOW.**

The A. H. Lewis Medicine Company

ST. LOUIS MO. **SMITH'S FALLS, ONT.**

A New Book **DRUGGISTS and DISPENSERS**

PRACTICAL SHOW CARD INSTRUCTOR

THIS book contains a thorough, progressive course of instruction for making all styles of show cards required by the **Up to-Date Druggist and Soda Fountain Dispenser.** The alphabets and exercises for practice are presented in an easy and attractive form of graded lessons, fully illustrated in every detail. This book tells you how to get the best results, and then **shows** you how. You first read the way to do it and then see how it is done by the illustrations.

Everything is simple and easy to understand, showing how to begin, use of materials, and inexpensive methods for making an endless variety of high class show cards designed expressly for Drug Store and Soda Fountain use, and the same can be made at a fraction above the cost of common, blank cardboard.

The book contains fifty full page lettering exercises and **new show card alphabet charts** that are up-to-the-minute with practical instruction. **Over 200 show card and price ticket illustrations** are reproduced from plain rapid work to artistic designs. Many are finished with scroll and background designs in air brush effect, together with explicit instructions how to do the work in all branches in a neat and satisfactory manner.

This book will enable any Druggist or Dispenser to become an expert in show card publicity—the kind that attracts attention and increases business. The interior of every store and show window represents valuable advertising space of unlimited possibilities, and neat show cards are assistant clerks

Page size of book 5 by 9 inches, 112 pages ORDER NOW and get a copy of this new book Price $1, post-paid direct from the Publishers

Selling Agents:—THE CANADIAN DRUGGIST, Toronto, Canada.

A FEW REMINDERS FOR OPTICIANS.

Don't advertise like a dry goods merchant. The simplest ad. takes best and is more professional.

Don't neglect to have a nicely decorated window. By the way, a hint here about this subject, since we mention it:

Always remember that an optometrist is a professional man, and try to keep up the dignity of the profession. Take example of the medical fraternity in this.

Don't be the man who claims to cut prices. People think that you must be selling an inferior article.

Don't run down the other fellow, it is a mean way of doing business.

Don't breathe on a pair of lenses and wipe them off with a soiled cloth. Get an atomizer and put in a little alcohol, or, better still, a good perfume, diluted with alcohol and use a clean linen towel to wipe lenses.

Change your window every few days. People will not be bothered looking at the same things day after day. For instance, say one week you put a few Cable RB. frames, two or three Fit-U mtgs. with toric lenses; two or three other E. G. frames and mounts, two thermometers, a couple of opera glasses, a telescope and a camera. All this in a purple velvet background. Next week vary this by changing your cable frames to invisible bifocals. Take out the other things and put in a few compasses, etc. Arrange all artistically, and make it attractive. Do not cram it full like a junk shop, make it look like a professional optical window, and when the prospective purchaser comes in to inquire the price be as painstaking as possible, and before he goes out, if he is already wearing glasses, request him to let you see them, and after carefully straightening them up for him, clean them and place them on his face.

KEEPING RECORDS.

The optometrist and the optician should keep full records of every case they fit. Then when the party returns for any reason the record will show what occurred at the original call. To this end there needs to be records by days by names and by number may run together, but the record by names is kept by use of a card index. However, card indexes have their own particular troubles. They are apt to be mislaid. Card index records and other records however, should not be referred to when not necessary. For instance, the practice of referring to the records for prices charged is a transparent one. The public in most cases understand exactly why the records is looked up and in fact are usually suspicious when there is no call for the same. In these days of fixed price lists it is better to have the prices framed and hung on the wall and not to consult the records except for purposes of comparison in the examination room and to get out the prescription for duplicates or for repairs.

OPTICAL PERSONALITIES.

G. E. Snider, lately of Deseronto, has opened an optical and jewelry business in Vancouver.

Ernest A. Lewis has recovered from a painful injury to his knee, which has laid him up for some time.

H. E. Thornloe, who has been travelling for the Consolidated Optical Co. in Western Canada, is now confining his attention to the Toronto trade.

Harry Potts, who was with E. Culverhouse for about a year, is now in charge of the optical department of Tisdall's jewelry store on Yonge street.

Among the visitors to Toronto recently have been Messrs. A. Jansen, Berlin; A. D. Savage, Guelph; T. C. Black, Sarnia, and L. F. Grill, Hespeler.

The Canadian Console, the publication of the Consolidated Optical Co., has made its appearance for the first time in its new magazine form, 16 pages.

A. E. Ryde, who conducted a store in the King Edward block on King street E., has retired from the retail business to become a traveller for the Canada Optical Co., Montreal.

J. J. Gilfillan, Orono, was recently in Toronto, improving his optical knowledge and getting pointers on new instruments. He ranks as one of the experienced opticians in Ontario, and, although in one of the smaller centres, has a good trade.

H. J. Geiger is in charge of the optical department of Ambrose Kent & Sons, who are disposing of their stock of jewelry at auction as they are retiring from the retail business. Their store is to be torn down as they are to erect a large modern building on the site.

The many friends of Dr. W. J. Harvey, of the Empire College of Ophthamology will be pleased to learn that he is making a rapid and satisfactory recovery from the severe injuries to his limb occasioned by a fall on Elm Dale Rink on the evening of February 4th.

The Optometrical Association of Ontario, under the able chairmanship of Thomas Wylie, M.D., ex-M.P., is making rapid advances towards the completion of an association which for aims, objects ethcta and attainment, will place the optician of Ontario in a position akin to that of the leading professions.

R. R. Milne, D.O., for many years associated with the Globe Optical Co., Toronto, and latterly with the Empire College of Ophthalmology, is treating the readers of the Paisley and Port Elgin papers to a lucid and instructive description of a trip from Toronto to Newfoundland, the British West Indies and South America.

Don't neglect to advertise.

Benzine destroys bedbugs just as effectively as corrosive sublimate solution. Add oil of myrbane for a flavor, and color if desired. Caution against fire.

Import Important

. . . We wish to have . . .

The Final Word

with you about the Importance of Importing your Holiday Fancy Goods. We are ready, as never before, with the most attractive showing—and now, the time has come for your decision.

We Have The Goods.

Not only in our warerooms, but in the principal Cities of the Dominion, do we extend this invitation for you to judge for yourself, without being under any obligation to buy.

* * *

WARWICK BROS. & RUTTER, Limited

Toronto

BUVO

The Gold Medal CONSOMME TABLET—Beef Extract with Choicest Vegetable Ingredients.

ONE OF MANY TESTIMONIALS:—

> Dr. Griffiths, Ph. D., London, S. W.—
>
> ". . . . And indicating it to be an excellent and skilful Consommé. It is composed of Beef Extract and antiscorbutic vegetables in the form of tablets.
>
> "It is an unique food preparation, most nutritious, nicely flavored and easily digested. It is the best of Consommés, and is free from all impurities and undesirable constituents. I can strongly recommend BUVO as an invaluable food preparation in tablet form."

MADE IN TWIN CUBES.

12 Cups of Beef Tea for 20c. Two Sizes, 20c. and 35c

WRITE FOR SAMPLE TO

SUNDRIES IMPORT CO., 1 Augusta Ave., Toronto

THE GUM THAT DRUGGISTS SELL

COLGAN'S MINT CHIPS

with the flavor of old time mint sticks. Never before successfully introduced into chewing gum. Simply beyond comparison – and the readiest seller you ever handled. Five chips in a round, brilliant green and white metal box.

COLGAN'S VIOLET CHIPS

Taste as delicious as the aroma of fragrant violets. Sweeten the breath, aid digestion and tone up the stomach. Remove all tobacco odors. Five chips in round, brilliant violet and white metal box.

Display These Quick-Selling Goods.
They Make Attractive Spots on Your Show-Case.

Colgan's famous Chewing Gums are sold in enormous quantities everywhere they are offered. Easily outsell any other gum once they are tried by customers. Hence, it's up to you to boom your sales.

If your stock has run low or if you have never shown this splendid gum, get a stock as quickly as possible.

SOLD BY ALL JOBBERS

THE MARTIN, BOLE & WYNNE CO.
WHOLESALE DRUGGISTS
AND IMPORTERS OF FINE DRUGGISTS' SUNDRIES
Corner of Princess and Market Streets . WINNIPEG, MANITOBA

COMING WEST?

SHOULD you desire to come to the great North-West, either to engage in the drug business for yourself, or to take a position as a clerk, we may be able to assist you.

"At the present time we know of several splendid businesses for sale in Manitoba and Saskatchewan. $1200.00 would handle a good one. An exceptionally good opportunity for a man with about $2000.00 cash, the best opening we have heard of for some time.. Write us for fuller particulars.

DRUG REPORT.

Toronto, March 23, 1910.

Business during the past month has been very good and there have been no startling changes in price.

The manufacturers have at last fixed the price on Paris green and they run about 2c. lb. higher than last year.

Norway Cod Liver Oil is higher and is likely to be.

Asafoetida and Buchu Leaves still maintain their high price.

A—Advanced. D—Declined.

D.—	Acid Gallic	oz.	$ .08
A.—	Berries Cubeb	lb.	.55
D.—	Bismuth Carbonate	lb.	2.40
D.—	Bismuth Subnitrate	lb.	2.20
D.—	Oil Bergamot	oz.	.35
	Oil, Cod Liver, Nf.	gall.	1.40
	Oil, Cod Liver, Norway	gall.	1.90
A.—	Oil, Wormwood	lb.	.70
D.—	Opium	lb.	7.60
D.—	Opium, Powdered	oz.	.55
A.—	Red Serpentaria	lb.	.80

THE
Canadian Druggist
MONTHLY

WILLIAM J DYAS, PUBLISHER

Subscription $1 per year in advance
Advertising rates on application.

The CANADIAN DRUGGIST is issued on the first of each month, and all matter for insertion should reach us by the 15th of the previous month.

CANADIAN DRUGGIST,
15 Toronto Street, Toronto, Canada
Telephone, Main 3203. Cable Address: SAYD, Toronto

Business-Opportunity Notices

For Sale, Exchange, Help Wanted, etc., 50c. for 25 words or less; subsequent insertions 25c. Send cash with order.

FOR SALE

Drug Business in Southern Ontario; population 2,000. Stock and fixtures, $3,300. Paying proposition. Good reasons for selling.

Box 5, Canadian Druggist,
Toronto.

An old established Drug Business. New fittings. Village of 1000. Good farming land around. A snap for the right man. Price, $1,500. Purchaser can rent or buy building.

Apply Box 8,
Canadian Druggist, Toronto.

SITUATION WANTED

POSITION WANTED by Chemist, Graduate O.C.P., 20 years' experience, both city and country. Not afraid of work. Can furnish the best of references.

Address—GRADUATE,
c/o Canadian Druggist, Toronto.

SITUATION VACANT

WANTED—An assistant to the drug business, with one or two years' experience. References.

Apply: "ALBERTA,"
c/o The Canadian Druggist,
Toronto.

NOTICE

Do not buy a Drug Store in Canada or U. S. till you get my list of snaps. Free. Also positions anywhere desired in U. S. or Canada. Estab. 1904.

F. V. KNIEST, R. P.,
Omaha, Neb., U.S.A

ROBERT GIBSON & SONS
LIMITED
MANCHESTER AND LONDON

ABC
CONTAINING ANISEED, BENZOIN, CHLORODYNE & OTHER VALUABLE INGREDIENTS
COUGH PASTILLES
A.B.C.
COUGH PASTILLES

SELL WELL! PLEASE EVERYBODY!!

SENT OUT IN 4 lb. GLASS SHOW JARS

A. B. C. Pastilles; also Glycerine Pastilles, Voice Jujubes, Delectable Jujubes, Magnum Bonum Jujubes, Menthol Pastilles, Menthol and Eucalyptus, Glycerine and Black Currant, Cinnamon Pastilles and many others.

TO BE OBTAINED FROM ALL WHOLESALE DRUGGISTS IN CANADA.

The Canadian Druggist.

Vol. xxii. TORONTO, CANADA, MAY, 1910 No. 5

—Twenty first year of Publication—

THE

Canadian Druggist

MONTHLY

WILLIAM J DYAS, PUBLISHER

Subscription, one dollar per annum in advance

Advertising rates on application.

The CANADIAN DRUGGIST is issued on the first of each month, and all matter for insertion should reach us by the 15th of the previous month.

THE CANADIAN DRUGGIST,

15 Toronto Street, Toronto, Canada

Telephone, Main 3203. **Cable Address: SAYD, Toronto**

ENGLAND –
C. Rivington Shill, 56 Ludgate Hill, London, E. C., Telephone 3107, City.

FRANCE—
John F. Jones Co., 31 bis Faubourg, Montmartre, Paris.

GERMANY—
Fredk. Lehfeldt, 2 Lindenstrasse, Berlin, S. W. 68.

CAUTION!

Druggists are cautioned against paying any monies for subscriptions or otherwise to any person claiming to represent this Journal.

No one is authorized to collect subscriptions unless holding the personal authorization of the publisher. This notice is rendered necessary from the fact that some one, other than our regular subscription agent, has been collecting money in British Columbia.

The publisher will feel obliged if any such person is reported to this office.

TO ADVERTISERS

Advertisers are specially requested to send in copy for their advertisements by the fifteenth of the month, so as to ensure proof being furnished, and to avoid delay in publication.

TARIFF CHANGES AS AFFECTING THE DRUG BUSINESS.

As a result of the negotiations between the Canadian Minister of Finance and the President of the United States, an agreement has been come to by which Canada is entitled to the benefit of the minimum tariff of the United States, this being arrived at by several concessions on the part of Canada.

A number of articles handled by the drug trade are affected by this change in tariff, and naturally some of the Canadian manufacturers are displeased at the concessions made. The paragraphs in the new tariff relating to articles in which our readers are interested are as follows:

"Perfumery, including toilet preparations, non-alcoholic, namely, hair oils, tooth and other powders and washes, pomatums, pastes and all other perfumed preparations not otherwise provided used for the hair, mouth or skin, 32½ per cent.; old duty, 35 per cent.

"Soap powders, powdered soap, mineral soap, and soap not otherwise provided, 32½ per cent.; old duty 35 per cent.

During the fiscal year of 1909, as shown by the Official Trade returns, the value of drugs, dyes and chemicals imported from the United States amounted to $1,142,520, dutiable, and $4,711,407 free. These latter are not effected by the changes.

The "Omnibus" clause as affecting the imports of drugs, etc., has been investigated by the Customs department and decision has been given as to the various articles affected.

Cotton seed oil is the principal item affected. Others are epsom salts, cream of tartar, formaldehyde, milk of magnesia, mercurial ointment, castor oil, purified oxgalls, pepsin, rochelle salts, etc.

In stationery, etc., the following clause deals with some lines which many druggists handle:

Photographs, chromos, chromotypes, artotypes, eleographs, paintings, drawings, pictures, decalomania transfers of all kinds, engravings or prints or proofs therefrom and similar works of art, not otherwise provided, blueprints, building plans, maps and charts, 22½ per cent.; old duty, 25 per cent.

AN UNJUST REFLECTION.

We referred recently to the action of a committee of the Canadian Press Association in sending out to its members short articles dealing with "substitution," to be used by the press as they deemed best.

These articles have been instigated, no doubt, by a desire to serve the advertisers, and some of them have been written apparently without any regard for the effect which they may have upon legitimate traders.

Only the other day we clipped from a leading Toronto daily, the following article which was one of the series mentioned:

> ### How Presumptuous.
>
> Why should a lady, who has a real druggist with a certificate with a big seal on it, pretend to know what she wants in the way of medicine?
>
> How preposterous!
>
> Her mother may have used a remedy for a lifetime and always found it good, but what of that? Indeed, she may herself have used the remedy for years successfully, but yet it can't be what she should buy, if he says it isn't.
>
> He is a druggist. He knows.
>
> That remedy that your mother and yourself have used so successfully, and which you now ask for, is not as good as his or somebody's substitute.
>
> He knows "what's in" the old and proven standard remedy that you're trying to buy, and also "What's in" the "Just as good" imitation he's trying to sell, and he advises the latter.
>
> What's in it? More profit for him, that's what's in it, and that's about all he knows or cares about the "what's in it" of either.
>
> Leave him and his substitutes and go to an honest dealer.
>
> ### Refuse all Substitutes.

We can only express our surprise as well as our regret that any paper should so lose its own self-respect and should plan to injure its own circulation by the insertion of such an article, reflecting as it does upon a class of dealers who in their business methods are perhaps far above that of some of their traducers.

As we have stated before, the **druggist is not a "substitutor."** There are a few men to be found in every walk of life who will prostitute their calling for the sake of greed, and this does not exempt some publishers, but we are convinced that the general public are not so blind as to see the motive which lies behind the publication of an article such as the above. Certainly druggists can have no use for a newspaper who would publish such a production, which in reality calls druggists "substitutors" in order that the publisher may ingratiate himself with some manufacturers.

NEWFOUNDLAND.

Newfoundland, that colony of the British Empire, which would now, or we hope very soon will be, an integral part of Canada, is in a very prosperous condition, judging by the budget speech which was delivered by the Finance Minister on the 8th of March.

Several changes in the Customs' tariff have been made, some of which will no doubt be of interest to Canadian exporters. The following changes affect the drug trade:

Surgical and dental instruments (not being furniture), surgical needles, clinical thermometers, catgut and silk sutures and galvanic batteries when imported by doctors for use in their profession, ad val 25%.

(Note.—This item also includes a whole catalogue of medicinal, chemical and pharmaceutical preparations which were all at 30% formerly).

Confectionery of all kinds, N.E.S., including sugar candy, almond paste (when imported by confectioners), sweetened gums (excepting gums known as chewing gums), and pop corn, confectionery when imported in fancy packages including the value of the package, 40%.

The following are free: Artificial limbs, artificial eyes.

TRADE WITH GERMANY.

The signing of the commercial agreement between Canada and Germany indicates the era of expansion in trade between the two countries.

The agreement arrived at was the removal by the Canadian government of the surtax of 33 1-3 per cent., which has been levied on German goods since 1903, and in return for this Germany has made a reduction of duty on some twenty-five items, including wood alcohol, condensed milk, calcium carbide, etc. The tariff on goods from Germany entering into Canada will be the ordinary tariff.

A PUBLIC CONVENIENCE.

A great convenience to the business public has been inaugurated by the leading telegraph companies of Canada, both the Canadian Pacific Railway's telegraph and the Great Northwestern Company having inaugurated a "night lettergram service," whereby letters may be sent by wire for delivery the following morning at a much lower cost than the night rate which has previously been in force.

Under the new schedule a letter of fifty words or less may be sent to any part of Canada or the United States at the rate usually charged for a day message of ten words, for instance where the minimum rate is twenty-five cents per day message, a letter of fifty words would be transmitted at night for delivery the next morning, at the same price. The only restric-

Instant Delivery

OF

HOWARDS'

Packed Goods

The following original packages of Howards' unrivalled British Chemicals are always in stock in Howards' Montreal Depot, ready for instant delivery to your Jobber

---

1 lb. Cartons Acid Boric Pure Pulv. and 170 Mesh.
1 lb. bottles Ammon Carb. Resubl
1 lb. Cartons and 7 lb. pcls. Bismuth Carb.
“ “ “ “ Salicylas
“ “ “ “ Subnit
7 lb. pcls. Calcis Carb. Praecip.
7 lb. boxes Camphor, 4 oz. Tablets.
1 lb. tins Camphor, ½ oz. and 1 oz. Tablets.
1 oz. and 1 lb. bots. and 1 lb. tins Ferri et Quinin. Cit.
½ lb., 1 lb. and 7 lb. pcls. Hyd. Ammon.
“ “ “ “ Perchlor.
“ “ “ Subchlor.
“ “ “ “ Oxid. Rub.
1 lb. bots. Magnes Ponderosa.
7, 14, and 28 lb. pcls., 1 cwt. kegs and 3 cwt. casks Magnes Sulph. (Epsoms).
1 lb. bots. Potass Acetas Gran.
1 lb. bots. Potass Citras Pulv. or Gran.
1 lb. Cartons, 1 lb. bottles, 14 and 28 lb. boxes Potass Iodid.
7, 14, 28 lb. pcls. and 5 cwt. casks Pulv. Seidlitz
1 oz. and 4 oz. bots. and 100 oz. tins Quinine Sulphate.
1 oz. bottles Quinine Hydrochlor.
“ “ “ Bisulphate.
“ “ “ Hydrobrom.
“ “ “ Salicylas Art.
“ “ “ Valerian
7, 14, and 28 lb. parcels and 5 cwt. casks Rochelle Salts.
¼ lb. boxes, ½, 1, and 7 lb. pcls. Sodii Bicarb.
1 lb. cartons Sodii Phosph. Pur. Gran.

It PAYS Pharmacists to handle reliable goods of the finest attainable quality.

HOWARDS & SONS, Limited

Stratford, London, Eng.

Retailers Attention !

Stock

CÆMENTIUM

Regd.

" Sticks Everything, but is Not Sticky "

Absolutely insoluble Cement. It is not only new—it is unique. It will repair everything from a cup or saucer to a motor-car exhaust pipe. In the case of china or pottery, it not only repairs but replaces missing parts. CÆMENTIUM is not affected by either water or heat. Should be stocked by all retailers. It is not a fish glue.

STOCKED BY

All branches National Drug & Chemical Co.
Lyman Bros. & Co., Limited

DILLONS LIMITED

455 St. Paul St. - Montreal

SOLE AGENTS FOR CANADA

COWAN'S

LIQ. AMMON. FORT.

PURE

Agreeing Fully with all the Requirements of the B. P.

See that every Winchester carries our Signature—
JOHN COWAN COMPANY, LIMITED

GLYCERINE, C.P., in cans and drums
BORIC. ACID, Merck and English
CARB. AMMON. 5 lb. and 10 lb. cans, kegs and casks
CHLOR. AMMON., kegs and casks

JOHN COWAN COMPANY, Limited
3 DALHOUSIE STREET
MONTREAL

Cash with Order

LOOK HERE, Mr. DRUGGIST! YOUR OPPORTUNITY

We have in stock some forty dozen CLINICAL THERMOMETERS, the "Qualitair" Line. No better made. GUARANTEED against everything except breakage. Specially well made, tested and seasoned.

The stock is assorted, ½, 1 and 2 minute. While they last we will give them away at the following prices:

2 min.	regular	$ 5.00,	to clear	**$3.10**
1	"	7.50,	"	**3.85**
½	"	10.00,	"	**6.50**

THIS IS THE BEST OPPORTUNITY to purchase Clinicals you ever had. It will pay you to send your order at once.

HIGH GRADE CLINICALS AT LOW GRADE PRICES.

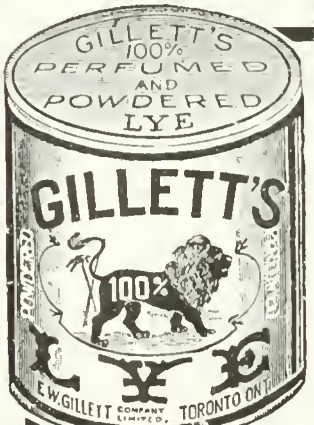
Cash must accompany orders. No discount.

Any rubber goods required we will be pleased to send, charges paid.

Address all Orders and Communications to the

HIGGINBOTHAM RUBBER GOODS CO.

MILTON, ONTARIO.



MILLIONS OF PEOPLE USE GILLETT'S LYE.

The fact that Gillett's Lye is so favorably known and well advertised makes it one of the very best cleansers for Druggists to sell.

Gillett's Lye Eats Dirt!

If your wholesale house will not supply you at list prices, send order to us and we will ship goods direct.

E.W.GILLETT COMPANY LIMITED

WINNIPEG. TORONTO, ONT. MONTREAL.

Gillett's Chemical Works Established 1852.

tion is that no code nor cypher will be allowed, but that all messages must be written in plain English.

This is certainly a concession of great importance to the business community, and many of our readers doubtless will use this service for "hurry up" orders in place of waiting for the usual letter service.

THE PRICE CUTTER.

When you analyze it, the motive of the price cutter is always bad. Did you ever happen to notice, Printer's Ink asks, that he usually selects an article for cutting that is well known and well advertised? He knows that the general public are better acquainted with such an article, and he figures that by selling such a well known article at a cut price it will give the impression to the buying public that he is selling all other commodities at equally reduced prices.

The policy of price maintenance, to be fairly and honestly carried out, entails upon the manufacturer the same obligations to strictly maintain prices as it does upon the jobber or retailer. A manufacturer advocating price maintenance must practice what he preaches; he must keep faith with the jobbers, and never take an order, however tempting, at cut prices. Price cutting is a species of commercial debauchery that rests upon the relentless doctrine of the survival of the fittest, upon the narrow, cold-blooded principle that merchandising is a sort of commercial warfare; that "all's fair in war," and "the devil take the hindmost." Price cutting lowers the commercial standing of the manufacturer, jobber or retailer who practices it, destroys profits, breeds distrust, fosters prevarication, forfeits confidence, and finally robs the consumer by debasing the quality of the commodities upon which prices are cut, if not actually driving them from the market.

"HONORABLE TRADE PRINCIPLES."

The lack of honor in commercial life is, we are afraid, rather prominent, and mistaken ideas very frequently prevail as to what is honorable dealing. People can see where their competitors or others are to blame, but too frequently do not see their own faults.

A correspondent writing to a contemporary said that "trade conditions regarding the selling price of patent and proprietary medicines are at such variance with upright honorable trade principles, that the time seems opportune for some strong and bold action to be adopted." This is a statement with which we believe all must agree, but we cannot fall in with the idea of the "bold action" which he proposes.

He suggests "that all proprietary articles, not properly marketed, be tagged with a gummed label bearing the following inscription."

By the term properly marketed, we take it that he means price protected. The label, a copy of which we give below, is one which seems to infer that the article on which it appears is not endorsed by the seller, and "there may be many articles far superior and better," and this is to be done without any actual knowledge as to whether the article possesses any real virtue or not; or even if the seller knows that it has valuable medicinal properties it is to be labelled because it is not on the price-protected plan.

Now we quite agree with the writer that the prices of all patent medicines should, in the interests of the retail druggists, be protected, but the fact of their not being protected does not make them inferior in quality to any other, as the label would seem to insinuate.

But leaving all this aside, we believe our readers will for the most part agree with us that such a label would be inclined to do more injury to the retailer who places it on the package than it will to the medicine itself. It cannot but raise a question in the mind of the purchaser as to what is the motive.

If the medicine is what the manufacturer claims it to be, the public will have it, and it is unwise for any druggist to put himself in any false position by denouncing any article which in the majority of instances he knows but little about.

Push your own preparations, and those which are price-protected. Let the others take care of themselves. "Knocking" another man's goods because he does not place them on the market just as you think he should cannot benefit the retailer, and in the eyes of the public does not savor of "honorable trade principles." The following is a copy of the label above mentioned:—

Label.

> "Naturally the maker and advertiser of this article say it is the very best. There may be many articles far superior and better. We ought to know and it is our duty to tell you. Do not spend your money just to enrich the maker who has no further interest in you."

SUGGESTIONS FOR PHARMACOPOEIAL REVISION.

The editor of the National Druggist, in the Pharmaceutical department, makes a suggestion in reference to the forthcoming revised edition of the U. S. Pharmacopoeia which is equally applicable to the British Pharmacopoeia, and is well worthy of consideration.

Speaking of the increasing bulk of the Pharmacopoeia owing to additions made at each periodical revision, he suggests that it is "unnecessarily wordy in parts, especially in the descriptions of manipulations, certain expressions occurring again and again," and cites as an example the following phrase which is given in the large proportion of the formulas for tinctures. "Moisten the (drug in question) with a (given number) of cubic centimeters of alcohol (or whatever the menstruum may be), transfer it to the percolator and, without pressing the powder, allow it to stand, well covered, for six (or twelve or twenty-four) hours; then pack it firmly and pour on enough menstruum to saturate the powder and leave a stratum above it. When the liquid begins to drop from the percolator close the lower orifice and, having closely covered the percolator, macerate for twenty-four hours. Then allow the percolation to proceed slowly, pouring in sufficient menstruum to obtain 1,000 cubic centimeters of tincture."

Of this he says, "these sentences sometimes occur but with slight verbal variation, twice on the same page, and there are other instances of repetition which anybody can discover for himself by an examination of the book." He also suggests that at the head of lists of tinctures, fluid extracts and other classes of preparations a general description of percolation and that given under their individual preparation only, such details regarding the menstruum and their manipulative data as are necessary to make the process to be followed clear to the reader.

PATENT MEDICINE ADS. IN GERMANY.

In connection with the censorship of advertisements in Germany, we learn that a firm which spends a million a year in telling the public of its medicines, has been told by Germany that if it advertises any more in that country it must condense its announcements down to a couple of inches, says the Paint, Oil and Drug Review. Recently these advertisers took a quarter of a single column in a German newspaper. A few days after the advertisement appeared the publisher wrote to the advertisers stating that he had been summoned and fined for "bombastic" advertising. No other advertiser occupied more than one or two inches of space, and one of the subscribers to the newspaper informed the local police that the quarter of a column—although it set forth the value of the medicine in terms of strictest moderation—was offensive and irritating to the reader. The authorities did not in any way question the efficacy of the medicine; the sole objection was that an advertisement that occupied so large a space was offensive to the readers.

The Fatherland is extremely strict in its supervision of advertising. A patent medicine vendor is not permitted to announce the disease his wares are intended to cure. Only the general effect it may have upon the system can be set forth, and the reader must himself conclude for what particular ailment it is intended.

THE CRUSADE AGAINST CONSUMPTION.

The year 1909 will be marked in the calendar as a red letter year in the history of the crusade against consumption. The movement received a great impulse from the congress of distinguished physicians which was held in Washington, U.S., in the autumn of 1908 to consider the further measures to be taken to stamp out this dreadful enemy to the life and happiness of mankind.

Canada, in common with the rest of North America, perhaps we should say the whole civilized world, has participated in the renewed and increased activity which resulted from the deliberations of the congress.

Never since the organization of the Canadian Association for the Prevention of Tuberculosis has there been such activity displayed in Canada in this fight for life. Older branch associations have been reinvigorated, new associations have been formed which are showing in many cases a vigorous activity. Several new institutions for the relief and treatment of consumptives have been opened and the demand for literature has been larger than ever. Take it all in all 1909 was a year of great progress in the work of the Association.

The Tenth Annual Meeting will be held in Montreal on the 7th of June next and preparations are being made to make this one of the best, if not the best meeting in the history of the Association.

PRECIPITATED CHALK.

The United States Court of Appeal at Washington, D.C., has rendered a final decision as to the duty to be paid on imports of precipitated chalk into the United States, which is to be 1 cent per pound, as a "precipitate" instead of a duty of 25% advalorem, as a "manufacture," as hitherto rated.

Judge Noyes in giving his decision, said: "The process which it has gone through is only the process necessary to turn chalky solution into chalk. It could no more be called a manufacture of chalk than could salt obtained from the evaporation of the ordinary saline solution be called a manufacture of salt."

NEUTRALISING LENSES.

One part of the practical work which can be got up at home by every student is neutralisation, says a chemist-optician in Chemist and Druggist. The principal thing taken into account is the time required to neutralise the given lenses, and to become proficient it is good practice to look through every lens handled, so as to be able to judge approximately the power by the rate of motion of the cross-lines used as an object. This occupies a very little time, and soon becomes a habit, when a degree of accuracy will be attained which will enable the student to neutralise an unknown lens with the first or second one taken from the trial case, with a corresponding saving of time. Only, do not forget that when the two principal meridians are found, and one has decided whether it is a plain spherical or a sphero-cylinder, there may still be a prism in it, or in the case of an edged lens it may be decentred to produce prismatic effect.

The Line That Leads To Paying Profits

The line that leads to big profits must necessarily be a leading line—one that is an assured attraction to the public—one that has name and fame in the world, and is in ever-growing demand.

Such a line is offered in Odol.

THE WORLD'S LEADING DENTIFRICE

Odol is stocked by All Wholesalers

Apply for prices and particulars for direct supply to:

Odol Chemical Works

59-63 Park Street, London, S. E., England

Canadian Druggists !!

YOU GET FULL PROFITS ON **Nature's Remedy**
REG. U.S. PAT. OFFICE
NR-TABLETS-NR

WRITE TO-DAY for our Special Proposition. It's a live one—one that will make good and do it quick.

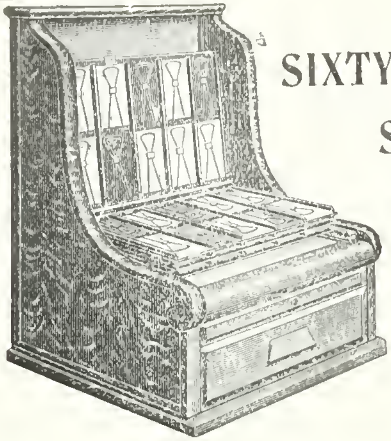
TO PROTECT YOUR PROFITS

We have discontinued selling Nature's Remedy through Jobbers, and all orders will be filled direct, prepaid.

PERSONAL.—If you have never used Nature's Remedy, we would like to send you a box free for personal use. It is the most satisfactory laxative on the market and is used and recommended by thousands of the best druggists the world over. Let us show you. Write for free box and proposition. **DO IT NOW.**

The A. H. Lewis Medicine Company

ST. LOUIS MO. **SMITH'S FALLS, ONT.**



SIXTY THOUSAND
SOLD IN
SIX YEARS

First and still the best

MADE IN CANADA.

¶ The fact we have sold sixty thousand McCASKEY REGISTERS in the six years we have been in business is sufficient proof that the McCASKEY SYSTEM IS A SUCCESS.

¶ No thinking man doubts that.

¶ Since it is a proven success in handling credit accounts WITH BUT ONE WRITING why haven't you one?

¶ What it has done for sixty thousand merchants it will do for you.

¶ Let us prove it.

¶ A postal card will bring you information free.

DOMINION REGISTER COMPANY, LIMITED
96 104 Spadina Avenue, TORONTO, CANADA

PROFITS!
PROFITS!!
PROFITS!!!

After deducting the usual cash discounts the Retail Druggist's profit upon

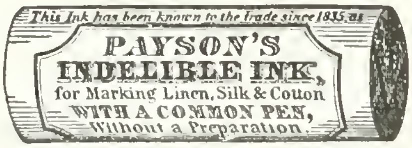
WILSON'S
FLY PADS

is from 75% to 99%.

THE GENDRON MFG., CO. LTD.
TORONTO, CANADA
MAKERS OF ALL KINDS
INVALID, ROLLING, RECLINING & CARRYING CHAIRS
Made in Canada

OUR CATALOGUE
GRADE C
SHOWS THE ENTIRE LINE
THIS ☞
TRADE MARK IS YOUR GUARANTEE

TORONTO
Gendron
CANADA
TRADE MARK REG.


This Ink has been known to the trade since 1835 as
PAYSON'S
INDELIBLE INK,
for Marking Linen, Silk & Cotton
WITH A COMMON PEN,
Without a Preparation.

THE OLDEST - THE BEST

Received Medal and Diploma at Province of Quebec Exposition, Montreal, 1897.
Trade supplied by all leading Drug Houses in the Dominion

HORLICK'S
MALTED MILK

Served Piping Hot in Quaint Mug
or Dainty Cup,
with Crisp Salted Wafers

This Formula will appeal to your Fountain Patrons
TRY IT

Horlick's Malted Milk....... 2 tablespoonsful (heaping)
Whipped Cream............... 2 tablespoonsful (heaping)
Chocolate Syrup.................................... 1½ ounces
Stir well, making smooth paste. Add hot water to fill container. Top off with powdered nutmeg.

HORLICK'S MALTED MILK CO.

GILMOUR BROS. & CO., 25 ST. PETER STREET
MONTREAL

PHARMACY IN GREAT BRITAIN

Pharmaceutical Activity—Assistants' Organization—Chemical Society's Annual Meeting—Spreading Poisoned Grain—British Pharmacists' Conference—India Rubber Industry—Drugs and Chemicals.

(From our London Correspondent.)

One of the signs of the times is the increased interest which is being taken in pharmaceutical affairs by members of the craft. An excellent illustration of this activity is afforded in the ensuing election for the Council of the Pharmaceutical Society. I understand that there is quite a batch of candidates, including two representatives of the National Union of Assistant Pharmacists. This is the first time that candidates have been directly nominated on behalf of assistant pharmacists, and it will be of interest to observe whether their nominees secure election. Several old members of the council are seeking re-election so there is every probability of a keen contest. Last month I mentioned that Mr. Walter Hills was retiring from the positions of treasurer of the Society and member of the council. The announcement of Mr. Hill's retirement, after so many years of good service, has evoked many feelings of regret. Mr. R. C. Walshaw, of Huddersfield, has been co-opted a member of the council in succession to Mr. Hills, and Mr. W. H. Gibson, of Brighton, has assumed the office of treasurer.

* * * *

Assistants' Organization is now in a healthy condition throughout Great Britain. A band of enthusiastic young pharmacists meets regularly in numerous important centres, including London, Birmingham, Bristol, Liverpool, Edinburgh, Dundee, Dublin and Belfast. The Irish Chemists' Assistants' Association is the latest newcomer in pharmaceutical organization. Already it has successful branches in the two Irish cities mentioned above. The English Association, represented by the N. U. A. P., has made rapid progress during the last twelve months, as was demonstrated at the annual meeting of the Union held in London on March 25. Mr. J. Smith (London) is the new president of this active body, and the following other officers have also been elected: Vice-president, Mr. J. J. B. Waldron, Liverpool; treasurer, Mr. J. M. Dowty, Cheltenham; general secretary, Mr. E. S. Francis, Birmingham. The Chemists' Assistants' Association is an old established body which does much useful work. The "C. A. A.," as it is popularly called, held its annual dinner on March 17, when Mr. R. Winfrey, M.P., and Mr. R. A. Robinson were among those who supported the president, Mr. F. L. K. Loxley. Upwards of 300 members and friends spent an enjoyable evening.

The Chemical Society held its annual meeting in March, when Professor Harold Dixon, F.R.S., presided over a successful gathering. The annual report of the society's council indicated an increase in the number of fellows and in the list of papers communicated. On Dec. 31, 1909, the total number of fellows was 3,117, while the income for the year showed an increase of £252 over that of the previous twelve months. Appreciation was expressed of the valuable services rendered to the Society by Dr. M. O. Forster, F.R.S., who had retired from the position of honorary secretary after six years' service. Professor Harold Dixon was re-elected president, and Professor A. W. Crossley, F.R.S., was re-elected joint honorary secretary, and Dr. G. T. Morgan the treasurer. Dr. Alexander Scott was again re-elected to the position.

* * * *

A somewhat unusual case came before the Ongar magistrates on April 2, when Hugh Craig, a farmer, was summoned for placing poisoned grain, calculated to destroy life, on certain ground at High Ongar; and John H. Kirby, chemist and druggist, was summoned for aiding and abetting. The police official said this was looked upon as a very serious case, inasmuch as it disclosed a fact which had long caused a great deal of trouble throughout the country. Dogs had been found poisoned, and they could not trace where the poison came from. The facts of this case, he said, showed that the poison was not sold, but given away, and was not registered. The defendant Craig was, it was alleged, seen to place grain on his land and afterwards partridges and rooks were found lying ill on the field, one partridge and some rooks being dead. Altogether over 100 birds had been found dead. The crops of some of the birds and some of the grain on the land had been examined by the public analyst, and were certified to contain strychnine. It was also stated that the defendant Kirby admitted dressing the grain and giving it to Craig as a friend. Mr. Craig said he could not get boys to keep the birds off the corn, and he had to do something to protect his crops. Mr. Kirby's defence was that he understood Mr. Craig was only going to use the grain in his garden to keep off the sparrows. The Bench considered the case a very serious one, and fined defendants 20s with costs—£1 6s 9d each. These proceedings, taken under the Poisoned Grain Act, have been watched with interest by many pharmacists.

* * * *

The British Pharmaceutical Conference is holding its meeting this year at Cambridge and the arrangements are already well advanced. Mr. F. Ransom is president, and Messrs. E. S. Peck and H. Finnemore are the honorary secretaries. A friendly meeting is shortly to take place between the British Medical Association and representatives of the B. P. C. on the relations between pharmacy and medicine. This conference is the outcome of a discussion on dispensing by doctors, which took place last year, and some practical results are expected.

* * * *

The India rubber industry is receiving a large share of attention at the present moment in consequence of the extraordinary excitement in the city of London over the article. In the course of a lecture delivered before the London section of the Society of Chemical Industry, Dr. Philip Schidrowitz gave many interesting details in connection with the rubber industry. He pointed out that although Peel, as long ago as 1791, patented a process for waterproofing cloth, the rubber industry was essentially a modern one, inasmuch as it did not commence to attain to industrial importance until after the process of vulcanisation was discovered by Goodyear, of Newhaven, U. S. A., 1839, and independently by Hancock, of London, in 1844. The development of the industry may be gauged by the fact that in 1850 only 381 tons of crude rubber were imported into the United Kingdom, whereas the average of the past two years has been about 30,000 tons. He placed the total production of crude rubber at the present time at about 70,000 tons, the value of which at normal prices he estimated at about twenty-five millions sterling, but at the present high prices at nearly double that figure. Of the crude rubber produced the United States consumed about one-third, the United Kingdom and Germany each one-sixth, and the remaining countries the remaining third. He estimated the value of the finished rubber article retained for home consumption in the United Kingdom at not less than ten millions sterling. The lecturer expressed the opinion that it would not be very long before methods of preparation and production generally would be entirely revolutionized, and that a few years hence impure and dirty rubber, such as still comes to the market in large quantities, would be a thing of the past.

* * * *

Business in the drug and chemical market continues to remain in a normal condition. Santonin has advanced in price at the rate of 2/-3 per lb. in consequence of an advice from Hamburg; buchu leaves are dearer; glycerin is steady, makers' price for refined medicinal quality being unchanged at £99 per ton for five ton contracts. Cod liver oil is being quoted at 107/- to 116/- per bbl. for best Lofoten oil. Codeine has been reduced by 5d. per oz., and acetylsalicylic acid has gone up by 3½d. per lb. There are no other noteworthy changes.

FOR THE DRUGGIST WHO WANTS SUNDAY CLOSING.

By Felix J. Koch.

Not so very long ago we fell in with some druggists bound for a State convention of pharmacists. Talk turned, as talk always will, to 'shop,' and by and by one of them ventured the hackneyed remark that to be a druggist was all right, if one only had a little more freedom.

"If a man has two or three clerks, and can always be sure he can have his Sundays off, or an evening when he wants it, well and good,—but this idea that only every other Sunday is your own, etc., etc., is simply fierce. It's particularly hard on a young man, until he gets accustomed to it."

Then the other interjected:

"Well, we solved that problem eight years ago in our city, and it's worked splendidly.

"You remember when they closed the barber-shops on Sundays; people thought it would never do in the world! 'Man must have his Sunday shave—he never could live and get it Saturday evenings.' But we're living, and clean-shaven as ever.

"Now, to get to the point:

"We say, as everyone can, that the things men buy from a druggist on Sundays, aside from physicians' prescriptions, pure and simple, they can buy on Saturday night up to half-past eleven, just as well.

"In Western Canada, you know Sunday closing is very strict, and while the drug stores stay open to sell drugs, it is on a doctor's order alone that they will do this, and then you can buy drugs—nothing else. I remember once, in Red Deer I think it was, up in Alberta, not being able to buy a souvenir post card, though clerk, cards and all were there.

"Well, they live, and the druggist really loses nothing!

"It only takes people a month or two at most to be impressed with the fact that what they want of the drug store they must get on Saturdays just as they must what they want from the grocer or the butcher or the shoemaker. All these trades kept open Sunday mornings in many cities until less than a decade ago.

"Now, of course, as to the drugs.

"We organized the Civic Druggists' Association, and we sent a delegation to the Academy of Medicine. Substantially every physician in town is a member of this; but besides we detailed to another committee all licensed practising physicians, in the locality, not on the academy's membership rolls.

New Towns! New Druggists!

On the dispensing shelves of our principal cities the "Frosst" label is prominent.

In the new North West, the sites of future cities, the "Frosst" label is seeking its place.

The "Frosst" label merits confidence, secures confidence and retains confidence.

The new druggist in the new town will require
our goods and should have them on his shelves.

Physicians recognize the absolute reliability of Frosst's Pharmaceuticals and specify them.

Be ready to respond. When starting the new store, send for our price list. We want your opening order.

Charles E. Frosst & Co., Montreal

VANCO

MERCURIALS IODIDES

Best Quality and Best Prices

Mercury Bichloride
Mercury Subchloride
Mercury Oxide
Mercury Ammon. Chlor.
Mercury Iodide
Mercury Ointment H. and B. P.

Pottassium Iodide
Sodium Iodide
Ammonium Iodide
Iodine Resubl.
Iodoform

ALL MADE IN CANADA
Write for our Price List

CHEMICAL LABORATORIES LIMITED
148 Van Horne Street Toronto, Ontario

DID YOU EVER THINK!

How much better your store would look
if you replaced those old cracked
shelf bottles with a set of new
up-to-date styles.

WE SELL THEM AND THEY

Don't Cost Much!! Be Progressive!!

Tincture.
Congress Square Recess.

	List Per doz.	Height
¼ Pint	$1 50	6 in.
½ Pint	1 75	6¾ in.
Pints	2 00	8⅜ in.
Quarts	2 25	10¼ in.
½ Gallons	4 00	11⅞ in.

20 different styles of labels to choose from, and 8 styles of bottles.

THE BEAVER FLINT GLASS COMPANY
OF TORONTO, LIMITED.
DRUGGISTS' GLASSWARE
TORONTO - - CANADA.

Salt Mouth.
Congress Square Recess.

	List Per doz.	Height
¼ Pints	$1 75	5⅝ in.
½ Pints	2 25	6¾ in.
Pints	2 50	8¼ in.
Quarts	3 25	10 in.
½ Gallons	5 00	12 in.

Order blanks with label lists supplied to interested parties.
WRITE US.

"Everything in Druggists' Glassware."

THE LEADING LINE!

BEECHAM'S PILLS

Notice to the Trade.

The proprietor of Beecham's Pills begs to notify the Retail Drug Trade of Canada that he has made fresh arrangements for the wholesale distribution of Beecham's Pills throughout the Dominion, whereby the following firms will, until further notice, act as distributing agents :—

All branches of the National Drug and Chemical Co. of Canada, Limited
Messrs. Lyman's Limited, Montreal
Messrs. Lyman Bros. & Co., Ltd., Toronto
Messrs. Martin Bole & Wynne Company, Winnipeg

Retailers should apply to the above firms for revised prices for small quantities, and further reduced price for half-gross lots. Beecham's Pills are being largely advertised, and the demand is rapidly increasing.

"Then we asked these—corporate and individual—that wherever they have a patient who by nine o'clock Saturday night seemed likely to require other drugs of any sort, they would then have the family secure these that evening.

"Where it was anything that could possibly be sold over again, we were willing, on Monday, to call for and credit anything not so used.

"When you get down to the bottom of things, you know and I know that it is almost only once or twice in a lifetime that a physician must get this, that and the other drug instanter. And while we of the cities may think that it is a matter of life and death that we get it at the next corner, remember, millions of humans are living and sickening and getting well, who must go an hour or two hours for their drugs!

"Now, however, for that point.

"There are obviously fifty-two Sundays in the year. Then there are such holidays as Thanksgiving, Christmas, Decoration Day and the like—let us say sixty in all.

"We took the names of our members, alphabetically, and of these dates, chronologically.

"Let us suppose we had a hundred and twenty druggists in town. That meant we go through the list twice.

"On New Year's Day, Druggist Numbers One and Number Sixty-one keep open. On the first Sunday in the year, Druggists Number Two and Number Sixty-Two keep open.

"So on the second Sunday means Druggists Three and Sixty-three.

"Presumably, this is prescription business only,—but it would be ridiculous to do, as in Canada, have a man keep shop open and then not sell other things as well. So one sold in these shops what he chose.

"Every physician was furnished with printed lists of these druggists, the locations of their shops, the dates they were open. In every drug store you could get them.

"We subscribed, and one a month each newspaper in town printed the lists. There are four papers in the city, and as we gave each a different week, once a week anyone might read these dates.

What was more, on the given Sunday the two men who were open each had an adv. in the paper to that effect. We all carried exactly same size ad. So we got wholesale rates on this.

"Now, for the stores that were open:

"The physicians, in writing their prescriptions, instead of making simply the one copy, used a pad like your grocery boy does, that is, with the carbon-paper attachment.

" 'Take this to the drug store, keep the other carefully,' the pages would say. Then: 'If you need the medicine on Sunday, and can't see that it's running low Saturday, take the other prescription to the Sunday druggist. Have him return it to you, for the same reason.'

"And that last we had printed on these pads, which we supply to the doctors, always have done.

"It was little or no trouble to them, don't you see?

"The Sunday druggist, therefore, got an identical prescription with the original, and there could be no mistake.

"For that day, he maintained two or three saddle-horses, and with these his messengers could reach any house in town in as short a time as the family druggist could have done with his bicycle-boy. Of course, for local use, the street car or even a bicycle-boy often sufficed.

"What did it cost?

"We arranged with one liveryman to have the same horses each Sunday, so that he gave six horses a week every week of the year. He made it to us for a reasonable figure. The hire of the riders was little; they, too, were often boys, glad of a 'fine Sunday's horse-backing.'

"The Sunday druggist was so busy all day he hadn't time to think of minding keeping open. And the rest of us had our Sunday to ourselves. It's great, I tell you, it's great!"

OVERBUYING.

One feature of the buying club plan is that in many instances it leads to overbuying and an investment of much more capital than is necessary to the store purchasing the goods. The writer recently met a prominent druggist of one of the eastern cities who has been a member of a buying club having eight members, but who has just withdrawn from the club. When asked for his reasons of withdrawal he stated that while he was able to save a little discount on some of his purchases he almost invariably had to take a larger quantity of goods than his business warranted, with the result that he had tied up a considerable sum of money in surplus stock and had been forced to rent an extra basement in order to store his surplus, and his bottle stock, which was very large, since the eight stores had bought a car of bottles of about 400 cases, giving each fifty cases to handle, and this is more than the average druggist's storeroom will hold, along with other stock. On account of keeping this extra basement warehouse away from his establishment he was put to extra expense and labor, and often found himself buying locally goods which were stored in this extra basement but which had been overlooked. This man has decided to go it alone, buy what he needs when he needs it, and keep his stock all under one roof.

Not every member of a buying club will have just this experience, but there is no doubt that the plan causes much heavier buying than one's business warrants, and while an extra discount may be saved, still the stock is so long in turning that the money put out at interest would have paid better.

Take, for instance, the matter of bottles. One druggist may use three times as many bottles as a fellow member of a club and with him it is a good investment to go in on a car of bottles, while another member may have a business confined very largely to sundries and patents, in which case five cases of bottles would be a good stock—yet he is forced to take his share of the shipment. This argument applies to almost every item purchased in quantity and the needs of no two or three nor half dozen druggists are near enough alike to warrant club buying. One or more members in a club of six or eight is bound to buy more of every quantity purchase made than he needs, in order to help out the other fellow who can handle the goods. In the opinion of those who have had much experience in club buying it does not pay except on certain items, and no club of druggists can agree on what these shall be.

By buying goods as needed the retailer pays a slightly longer price but at the same time he is using much less capital and turning his stock frequently. Again, he has some surplus capital which may often be used in outside investments with quick profit, or this surplus may be used for enlarging his business in some way. We are inclined to believe the buying club is not the "great thing" which many predicted and that those now trying the plan will eventually get back to the system of buying only sufficient goods to take care of the demand of their business and in the end make a larger profit by doing so.—Pacific Drug Review.

THE SHOW WINDOW.

Window trimming is a most important adjunct to the successful selling of goods. To what value it may attain depends entirely upon the degree in which its possibilities are realized. It may rise to real art or it may be commonplace. Conditions govern the possibilities, and the class of goods to be displayed plays an important part. However, the most cumbersome merchandise seems to offer no serious obstacle to the window trimmer who knows his business. Novelty is the keynote, and all experts employed in department and other large stores ever strive to originate some new idea. Of course the main object of a window trim is to sell goods, and this must be constantly in the mind of the trimmer. while the trimmer who is confined to the arranging the display of a single commodity is necessarily limited, there is also the greater opportunity for the use of fresh ideas.

The great drawback to successful window decorating is the apparent lack of consideration given the subject. Many retail merchants look upon the work of arranging window displays as a duty that may be relegated to any clerk who may have the time to place a few articles haphazard in a window without any regard for the eternal fitness of things. This same clerk with absolutely no idea of color values or proportion may arrange a window that will attract attention only as an exhibit of inharmonious color effects, and another may, after laborious effort conceive some complicated oddity that will call forth admiration as an example of unique constructive ingenuity, but which will have no suggestion of the selling idea. Such a window may draw attention, but to those who gaze in admiration there is no appeal. It misses the mark and is therefore worthless as a means to the desired end. Unless a display suggests to the person who pauses before the window that the goods are attractive and creates a desire for possession it loses its value.

The window trimmer who will make a success of his calling must ever be open to suggestions and be on the alert to take advantage of current events, both national and local. In any store where a feature is made of window trims, and where space will permit, there should be a room set aside for the storage of fixtures and the accessories which are from time to time used. Frequently some accessory used one time may, a little later, be again utilized by making some simple alteration.

The matter of illumination is always important and many novel effects are possible with the proper arrangement of lights. A visit, if it could be made possible, to the stage of a first class theatre during a performance would open the eyes of many window trimmers to the possibilities of light effects even by the most simple manipulation in the hands of one experienced in such matters.

The value of cards in connection with window displays is recognized and there is no limit to the originality which they may show. Really goods cards are not common, and when they combine good subject matter and artistic arrangement of the lettering they are certain to add much to the general effect. Primarily a window card is to give information, or to comment on the goods displayed, but there is a vast difference between the poorly lettered window card of the merchant who is careless of the appearance of his windows, and the artistic and business getting production of the window card writer who takes his work seriously. Many novel signs may be made by utilizing reproductions from periodicals which may be pasted on the card and made to aid the attractiveness of the lettering. This field offers great opportunities to the card writer who is willing to give some thought and study to his work. The expense is nothing and even in the smallest store good cards help sales.

The question of window space is sometimes annoying to the man who would like to try to do something out of the ordinary. Some windows are too small and others are of peculiar size which baffles any attempt to get out of the rut of commonplace displays. Such offer little inducement for experiments in striking displays, but the point must al-

We have Doubled Our Plant

FOR THE MANUFACTURE OF

Aromatic Cascara

We thought we could supply the demand, but the trade CAME AFTER OUR PRODUCT WITH A RUSH.

OUR METHODS ARE RIGHT
OUR PRODUCTS ARE RIGHT
OUR PRICES ARE RIGHT

Your training as a chemist should prevent you from paying a "fancy price" for a "fancy name."

Buy our AROMATIC CASCARA and feel sure that you cannot buy a better article, no matter what the price.

SOLD IN WINCHESTERS, GALLON JUGS AND 5 GAL. DEMIS.

NA-DRU-CO

The repeat orders are most gratifying. Already the business in these lines is running at four times our output of last year. On TALCUM POWDER AND TOOTH PASTE we can scarcely keep even with our orders. NA-DRU-CO is already the "leading line" in Canada, and we are just getting nicely started. "Come on in" with us and make more money.

SEASONABLE GOODS.—Talcum Powder, Foot Powder, Fruit Saline, Wild Strawberry, Blackberry Cordial, Rennet Tablets, Mosquito Oil, Baby Tablets, Corn Cure, Witch Hazel,

CASCARA BROMIDE QUININE: DATED AS NOVEMBER 1ST.

NA-DRU-CO

TORONTO - HAMILTON - LONDON

BIG SUMMER SELLER==BIG PROFITS

250,000 Spraybrushes Next Six Months Sales

How many will you need for your territory? The Spraybrush is the Biggest Spring and Summer Seller for Enormous Profits in your line. Extraordinary Merits and Great Advertising Campaign back of it.

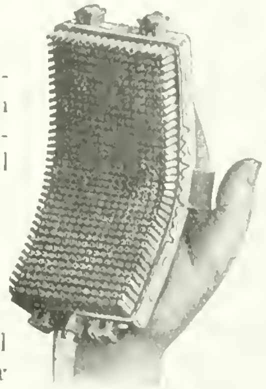
Ideal for Quick Morning Shower

Nationally Advertised

Full and half page advertisements with compelling illustrations, prepared by the leading advertising experts in the country, will appear throughout the Spring and Summer months in the best pulling publications of national circulation, among which are—

The Saturday Evening Post	Progress
Everybody's Magazine	Collier's
Literary Digest	Munsey's
American Magazine	McClure's

This widespread advertising reaching every city, town and village in the United States, will start the people to your store. The



Knickerbocker Spraybrush No. 1

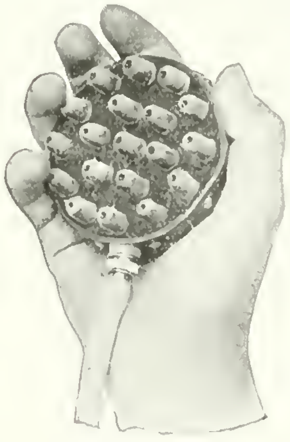
Knickerbocker

Spraybrush

—literally three brushes in one—*Shower, Shampoo* and *Massage*—will sell on the face value. Slips on any faucet—siphon attachment for *homes not supplied with running water or bath rooms.* A boon to country homes. Makes the indoor bath as vigorous and healthful as the splash at the seashore. Gives Shower, Needle, Spray, Frictional Bath and Massage all in one. Saves time, labor and water. Absolutely sanitary and self-cleaning. The rubber "teeth" get the dirt out and stimulate the circulation as no bristle brush, fibre, sponge or cloth can. We guarantee every Spraybrush for one year and back up the guarantee.

Shampoo Brush

with rubber ducts to simulate finger tips, gives the ideal scalp massage and shampoo for men and women. Used by barbers and hair dressers. No home should be without one.



Shampoo Brush No. 7

Your Trade

will recognize the benefits of the Spraybrush on sight and the fine talking points will make a scale to 90 per cent of your good customers the first season. For mothers with young children to bathe it is a God-send and makes easy the gradually increasing cold shower the physicians recommend for puny children. One dozen sales in thirty days is nothing for dealers with limited trade. The spring demand for country homes and summer cottages will be brisk.

We furnish dealers—FREE—attractive display cards, illustrated booklets for advertising and everything needed to make **lively sales from the start.** Write to day for dealers' folder and net price list showing liberal profits to you.

The PROGRESS COMPANY, 917 Rand-McNally Bldg., CHICAGO, ILL.

ways be borne in mind that no matter what the size of the window may be or the size of the store, good windows are effective and economical advertising for the small merchant as they are for the department store, and no merchant should neglect the importance of this fact, as a poorly arranged window display in these days of keen competition shows a disregard of a valuable assistant in the selling of goods.

TORONTO DRUG SECTION OF THE RETAIL MERCHANTS' ASSOCIATION.

At the regular monthly meeting of the Toronto Drug Section of the Retail Merchants' Association, held on April 7th, the following resolution was adopted:—

Moved by J. W. Struthers and seconded by G. M. Petrie, and resolved, "That in the interests of the retail drug trade of Toronto and Canada that all proprietors who have successfully controlled a full retail price for their products should receive the strongest support and co-operation of retailers throughout Canada and with such object in view, we suggest that druggists all over remember those firms and assist them in energetically pushing their products in preference to all others. We suggest that the following firms are our loyal friends and deserve our loyal support, viz.: Parke Davis & Co., Sanitol Co., Druggists' Corporation, O. C. Company, Nyals, Seely Perfumes, Palmer Perfumes, Sovereign Perfumes, Limited, and Na-Dru-Co., and further that a strong protest should be continuously and persistently directed against such goods as are being marketed at minimum prices, believing as we do that any firm who can successfully control a minimum price are just as capable of maintaining their goods at the full prices. If Colgate's goods can be regulated at a minimum price, they can be controlled at the full price. This conclusion has been approved by various sectional meetings of druggists and it is only fair to our original true friends that a strong protest be presented to any minimum price controlled goods.

It is further suggested that druggists in localities outside of the aggressive cut-rate centres can give a strenuous energetic effect to such regulations and we request their hearty anl loyal co-operation in this matter of support and protest as outlined in this resolution."

SOME PROPOSED NEW, AND CHANGES IN OLD NATIONAL FORMULARY FORMULAS.

Two formulas have been proposed by F. W. Nitardy, of the Denver branch of the American Pharmaceutical Association, for admission into the National Formulary. They are—

Compound Syrup of White Pine with Codeine and Tar.

White pine bark	85 grammes
Wild cherry bark	85 grammes
Spikenard root	10 grammes
Balm of gilead buds	10 grammes
Sanguinaria root	8 grammes
Sassafras bark	7 grammes
Pine Tar	10 grammes
Magnesium carbonate	10 grammes
Codeine phosphate	2 grammes
Chloroform	6 c.c. (mils)
Glycerin	100 c.c. (mils)
Sugar	500 grammes
Alcohol	enough
Water	enough
To make	1,000 c.c. (mils)

Reduce the crude drugs to number 20 powder and mix them. Wash the tar with water until the washings are no longer acid, then dissolve it in 20 c.c. (mils) of alcohol, incorporate the magnesium carbonate and gradually add 140 c.c. (mils) of water. Pour this mixture over the drugs, mix well and allow to macerate for twenty-four hours in a covered container. Pack into a percolator and percolate with a menstruum of one volume of alcohol and seven volumes of water, collecting the percolate in a graduated jar containing the glycerin, until the mixed tincture and glycerin measure 650 c.c. (mils) add the sugar and chloroform and dissolve by agitation. To this add the codeine dissolved in 10 c.c. (mils) of water, and lastly add sufficient more tincture, collected by pouring a little water on the drug in the percolator, to make the finished product measure 1,000 c.c. (mils). Finally strain.

Aromatic Castor Oil.

Benzosulphinide	3 grammes
Oil of anise	12 c.c. (mils)
Alcohol	75 c.c. (mils)
Castor oil......enough to make	1,000 c.c. (mils)

Dissolve the Benzosulphinide in the alcohol by the aid of gentle heat, and mix with about 800 c.c. (mils) of castor oil. Add the oil of anise and enough oil to make 1,000 c.c. (mils).

Louis Emanuel, of the Pittsburgh branch, asks for the introduction of the following three formulas:

Red Vehicle.

Asarum	15 grammes
Cudbear	1 gramme
Alcohol	25 c.c. (mils)
Glycerin	50 c.c. (mils)
Water	175 c.c. (mils)

Mix the asarum in number 60 powder and the cudbear; mix the alcohol, glycerine and water; exhaust the mixed drugs with the menstruum by percolation.

White Vehicle.

Compound spirit of orange	3 c.c. (mils)
Glycerin	50 c.c. (mils)
Water	197 c.c. (mils)

Mix the spirit and glycerin and add the water.

Pineapple Vehicle.

Alcohol	15 c.c. (mils)
Glycerin	25 c.c. (mils)

Pineapple juice	60 c.c. (mils)
Purified talc	7 grammes.

The fruit of ananas sativus is pared and sliced, ground in a drug chopper, and its pulp is expressed through muslin. The expressed juice is then mixed with the alcohol, glycerin and purified talc. The mixture is allowed to stand for twenty-four hours, when it is filtered through paper.

Peppermint vehicle, cinnamon vehicle, etc., may be prepared by simply adding 20 parts of glycerin to 80 parts of the respective medicated waters.

Acting as chairman of a committee appointed by the Philadelphia branch of the American Pharmaceutical Association at the request of the chairman of the association's section on practical pharmacy and dispensing, E. Fullerton Cook has collected a number of suggestions from members of that branch for changes in the formulas of the National Formulary. William L. Cliffe suggested the following:

Elixir of Glycerophosphates.

Sodium glycerophosphate	25.00 grammes
Calcium glycerophosphate	8.75 grammes
Phosphoric acid	10.00 grammes
Glycerin	240.00 c.c. (mils)
Angelica wine	300.00 c.c. (mils)
Alcohol	30.00 c.c. (mils)
Tincture of sweet orange peel	100.00 c.c. (mils)
Water.....enough to make	1,000.00 c.c. (mils)

"The present directions are satisfactory but the additional phosphoric acid is required by the glycerophosphates on the market. This preparation is smoother and more palatable than the one made from aromatic elixir."

Another contributor said that the following formula had been in use for years and had given entire satisfaction:

Elixir of Terpin Hydrate.

Terpin hydrate	384 grains
Spirit of bitter almond	30 minims
Compound spirit of orange	45 minims
Glycerin	1 fl. oz.
Water	3 fl. ozs.
Syrup of wild cherry	6 fl. ozs.
Alcohol.........enough to make	3 pints.

"No directions were given."

An additional preparation was suggested, the formula for which is—

Cream of Camphor.

Castile soap	120 grains
Ammonium carbonate, clear pieces	120 grains
Powdered camphor	120 grains.
Oil of thyme	1 fl. dr.
Oil of turpentine	2 fl. ozs.
Tincture of opium	2 fl. drs.
Water..........enough to make	1 pint

Dissolve the soap and the ammonium carbonate in 10 fluid ounces of water and pour the solution into a pint bottle. Dissolve the camphor in the mixed oils, and add this to the soap solution, shaking the bottle vigorously, until an emulsion is formed. Finally add the tincture of opium and enough water to bring the measure of the whole up to 1 pint.

IMPROVED AND ORIGINAL FORMULAS.*

By Abraham Weinstein.

Being a strong advocate of official preparations, I can not refrain from pointing out a few improvements which may be made in some of the formulas contained in the N. F.

The fact that I am a member of the A. Ph. A. and its branch is evident in itself that the spirit I am animated by to pass these remarks is purely progressive and due to the teaching of our mother association, the motto being "improve, and advance improvement for the benefit of all."

Ungentum Resorcini Compositum.

This preparation is very much improved by replacing the oil of cade with oil of birch tar (oleum betulinum crudum, Dagget), as the odor of cade is very offensive and objectionable to the patient. The physician, therefore, prefers the proprietary ointment, which is of a pleasant odor. The difficulty of making a smooth ointment may be removed by using powdered resorcine and zinc oxide, which is made by a dry process and known as "flowers of zinc." The following formula makes a superior ointment to the "proprietary," but looks the same:

Resorcinol	6 parts.
Zinc oxide (by dry process)	6 parts.
Bismuth subnitrate	6 parts.
Oil of birch tar (betulinum crudum, Dagget)	6 parts.
White wax	10 parts.
Petrolatum album	28 parts.
Hydrous wool-fat	38 parts.

Rub the powders with part of the previously melted wax petrolatum and hydrous wool-fat until a smooth paste is obtained, add the rest and stir until cool.

Unguenthum Sulphuris Compositum.

I would suggest a foot-note to read: "That care must be taken in applying this ointment on the face, as the green soap, which contains potash, is a violent deeply-penetrating caustic, and liable to injure the face." In my experience I know of two cases where the ointment was prescribed for removing blackheads, and the result was an inflamed and irritated face, which required treatment by a physician for two weeks. In the second case I called the physician's attention to my experience of the first, but he was indignant and ordered me to dispense as prescribed, but came to see me in a few days and regretted he did not heed my warning, as he lost his patient.

---

*Read at the 1909 meeting of the American Pharmaceutical Association.

"That doth renew Swifter than blood decays." [illegible]

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renews the lost vitality that nature needs for perfect health, fortifying every organ of the body [illegible]

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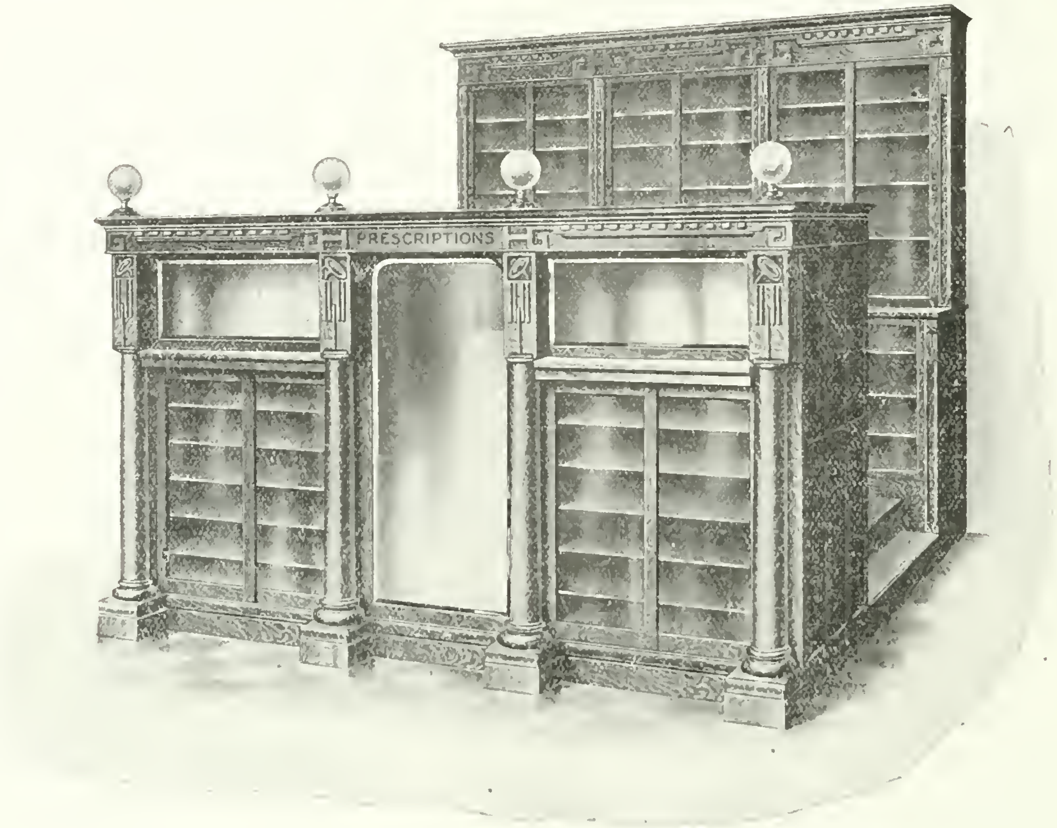

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Mist. Pectoralis Stokes.

Whenever this preparation was made in my absence it was never made right, as the fluidextract of squill was not neutralized properly with ammonia water. Being that the N. F. does not give the quantity of ammonia required, I find that it requires 28 Gm. of ammonia water to neutralize 70 Gm. of acetic fluidextract of squill, but it varies as the strength of the acid in the fluidextract varies. I therefore think that much trouble would be avoided if the alcoholic fluidextract of squill would be used as in the old formula.

Vinum Carnis et Ferria.

I find the direction of the N. F. to distil off the alcohol unnecessary, as the finished product without distilling off the alcohol is not near the alcoholic strength required by the British Pharmacopoeia of sherry wine, which is 20.34 volumetric per cent.

The following makes an excellent tasteless and ever-ready formula for dispensing castor oil:

Castor oil	12 ounces.
Fluid extract of licorice	½ ounce.
Fluid extract of sarsaparilla	3 drachms.
Glycerine, ad	16 ounces.

Flavor with oil of peppermint, oil of anise and oil of lemon, each eight drops. The mucilaginous character of the licorice and the glycerine helps to keep the castor oil in suspension. If I may judge from the sale of this preparation, it is very much liked. I dispense 1 ounce with a little carbonated water for 10 cents.. I also put it up in two-ounce bottles and charge 25 cents, under a plain label, "Prepared Castor Oil."

PREPARING SOURED MILK.

A useful hint is given by Dr. T. D. Luke, of Peebles Hydropathic, for those who are required to prepare regular supplies of soured milk. Dr. Luke employs as an incubator a wooden box, 2′ x 3′ x 2′, lined with asbestos, and fitted with a metal tray sliding in and out and warmed by two 8-c.p. electric lamps. A thermometer is passed through a cork in the top just as in a bacteriological oven. The front of the box works on a hinge and falls down to allow of the removal of the metal tray, which holds about thirty glasses. It is also fitted with a small sliding door, about 2 in. by 8 in. by means of which a supply of cooler air is regulated to prevent the temperature of the box from getting too hot. The temperature runs from 105° to 108° F., as a rule the best results in curdling being so obtained. When the souring is once started Dr. Luke's practice is to inoculate each glass of milk with a saltspoonful of the previous day's curd. This may be done for at least a fortnight, when a new strain is started.—Chemist and Druggist.

Cod Liver Oil With Ferrous Iodide.

The following methods for the preparation of the ferrated cod liver oil are given by the Pharmazeutische Zeitung: One gram of iodine is dissolved in 20 grams of ether, the solution mixed with 100 grams of cod liver oil, and the ether driven off by warming the mixture. Twenty grams of benzoate of iron is dissolved in 980 grams of cod liver oil on the water bath. The two solutions are allowed to cool and are then mixed, 10 drops of oil of bitter almond, 20 drops of peppermint oil and 0.1 gram of vanillin being added to flavor. The mixture is then allowed to stand forty-eight hours and is filtered.

Another formula is the following: 117 grams of iodine is rubbed in a mortar with 200 grams of olive oil, and the mixture transferred to a closed flask. Ten grams of reduced iron is added, and the flask shaken at intervals until the iron and the iodine have combined. The mixture is then filtered and made up to 250 grams by washing the filter with olive oil. To every 25 grams of this concentrated oil is added enough cod liver oil to make 1,000 grams.

Ampoules of Corrosive Sublimate.

A formula for the preparation of a solution of mercuric chloride for use in ampoules—small sealed glass vessels, a favorite form of dispensing certain solutions in France—is given by Abry in the Bulletin de Pharmacie du Sud-est:

Mercuric chloride	12. grams
Sodium chloride	12. grams
Copper sulphate	2.4 grams
Hydrochloric acid	2.4 grams
Indigo carmine.	
Water, of each a sufficient quantity to make 24 ampoules, each holding 2 c.c.	

This solution, according to the claims of the author, is preferable to antiseptic tablets in surgical work. For use the contents of an ampoule (each containing 0.5 grams of corrosive sublimate) are added to a litre of water.—Apoth. Ztg.

Solvent for Uric Acid.

The following is said, by Fiessanger in the Journal de medicine de Paris, to be an excellent solvent for uric acid.

Sodium phosphate, exsiccated	½ drachm
Sodium sulphate	½ drachm
Sodium bicarbonate	45 grains
Water, sufficient to make	35 ounces

One wineglassful is to be taken in the morning, on an empty stomach; half a wineglassful at 11 o'clock in the morning, at 4 o'clock in the afternoon, and on retiring at night.

When glasses become dingy, dip them in diluted sulphuric acid, then wash and polish.

A sick man forgives his enemies with the understanding that it doesn't hold good if he gets well.

THE GERMAN PHARMACOPOEIA.

The German Imperial Board of Health has issued a list of the preparations proposed for inclusion in the fifth edition of the German Pharmacopoeia (which is expected to appear this year) and the substances to be omitted, as well as the proposed text of the monographs of the more important new preparations adopted and of some others which have undergone a complete revision. The list is published in the press with a request for suggestions. A number of recent therapeutic agents are to be made official under the scientific chemical names as follows:

Proposed New Preparations.

Acetum sabadillæ
Acid. acetylo-salicylicum
Acid. gallicum
Æther chloratus
Æthylmorphin. hydrochlor.
Amylum oryzæ
Argentum colloidale
Argentum proteinicum
Bacilli
Benzaldehyd
Benzoylæthyldimethylaminopropanolum hydrochloricum (Stovain)
Bismuth nitric
Calcium hypophosphorosum
Chartæ
Chloroformium pro narcosi
Collemplastra
Collemplastrum adhæsivum
Collemplastrum zinci
Cortex rhamni purshian.
Cortex simarubæ
Diacetylmorphin hydrochlor.
Emplastrum saponatum salicylat
Emulsio olei jecoris aselli
Extract. cascar. sagrad. fluid
Extr. chinæ fluid
Extr. granati fluid
Extr. simarubæ fluid
Folia cocæ
Gelatinæ
Guajacolum carbonic
Hexamethylentetramin
Hydrargyr. sulfurat. rubrum
Hydrogenium peroxydat. solutum
Lactylphenetidinum
Liquor aluminii aceticotartarici
Liquor ferri oxychlorati dialysati
Methylenum ditannicum
Mucilagines
Sodium arsanilicum (Atoxyl)
Sodium acetylo-arsanilicum (Arsacetin)
Sodium hypophosphorosum
Sodium nitrosum
Olea medicinalia
Oleum arachidis
Oleum sesami
Opium pulveratum
Paraminobenzoyldiæthylaminoæthanolum hydrochlor. (Novocain)
Pastæ
Pasta zinci
Pasta zinci salicylata
Phenolphthaleinum
Pulveres mixti
Pyrazolonum dimethylaminophenyldimethylicum (Pyramidon)
Sapones medicinales
Semen sabadillæ
Serum antitetanicum
Solutio sodii chlorid. physiologica
Spirituosa medicinalia
Spiritus saponis kalini
Styrax depuratus
Tannalbinum
Tanninum acetylicum (Tannigen)
Theophyllinum
Tinct. ipecacuanhæ
Traumaticinum
Trimethylbenzoxypiperidinum hydrochlor. (Eucain B)
Triturationes
Tropacocainum hydrochlor.
Ung. argent. colloidal
Ung. molle
Urea diæthylmalonylica
Vaselinum album
Vaselinum flavum
Vina medicinalia

Delections.

The following are to be removed from the Pharmacopoeia:

Acid. hydrobromicum, Albumen ovi siccum, Ammonium chloratum feratum, Aqua picis, Ceroceli, Elixir amarum, Ferrum citricum oxydat., Ferrum sesquichloratum, Folia jaborandi, Folia nicotianae, Fruct. papaver. immatur., Fruct. rhamni cathart., Fruct. vanillae, Fungus chirurgorum, Herba cochleariae, Herba conii, Liquor ammonii acetici, Liquor ferri oxychlorati, Lithium salicylicum, Oleum olivarum commune, Oleum papaveris, Plumb. acetic crudum, Rotulae menthae pip., Rotulae sacchari, Semen erucae, Sirupus papaveris, Spiritus cochleariae, Styli caustici, Tartarus boraxatus, Ung. adipis lanae, Vinum colchici, Vinum ipecacuanha.

From the text of the articles published it is apparent that a total change has been decided upon in the general construction of monographs. In preceding editions of the Pharmacopoeia no chemical formulae or molecular weights were given; the modus operandi for applying each test or making an estimation was minutely described, but no mention was made of the object of the test, and in volumetric or gravimetric estimations, after detailing the application of the operation, it is briefly stated that so many c.c. of solution is to be used. Otherwise no data are given; each substance must simply correspond with the requirements set forth, and not another word is wasted. In the new edition not only are the chemical formulae and the molecular weights to be given, but the description of each test will be followed by the substance to be discovered given in brackets. Further, after the description of a volumetric estimation will follow the statement that so many c.c. of the normal solution employed corresponds to a certain quantity of the substance to be determined, using a stated indicator. The following examples illustrate the construction and tests to be adopted:

Chloroform.—$CHCl_3$ Molecular weight 119.39. Contains 99 to 99.4 per cent. of pure chloroform and 1 to 0.6 per cent. of absolute alcohol.

A clear, colorless, volatile liquid. Chloroform has a peculiar odor, a sweetish taste, is very slightly soluble in water; soluble in all proportions in alcohol, ether, fatty and ethereal oils. S.G. 1.485 to 1.489. Boiling-point 60° to 62° C. On shaking 20 c.c. of chloroform with 10 c.c. of water and immediately decanting 5 c.c. of the water, the latter should not redden litmus, and, carefully poured over solution of silver nitrate diluted with an equal volume of water, should cause no turbidity (hydrochloric acid). On shaking chloroform with iodine-zinc-starch solution, the latter should neither assume a blue color, nor should the chloroform be colored (chlorine). Chloroform should not have a suffocating odor (phosgene). Best filter-paper soaked in chloroform should on evaporation of the latter possess no foreign odor. After frequently shaking 20 c.c. of chloroform and 15 c.c. of sulphuric acid in a 3-cm. wide glass-stoppered flask, previously rinsed out with sulphuric acid, the acid should not assume any coloration within an hour's time (organic impurities).

Chloroform for Anaesthesia should correspond with the requirements given for chloroform, but on shaking chloroform for anaesthesia with sulphuric acid, the latter should remain colorless for forty-eight hours. On frequently shaking 20 c.c. of chloroform for anaesthesia with 15 c.c. of sulphuric acid and 4 drops of formaldehyde solution in a 3-cm. wide glass-stoppered flask previously rinsed out with sulphuric acid, the sulphuric acid should remain colorless for half an hour (organic impurities). Chloroform for anaesthesia is to be stored in bottles of brown glass, completely filled and well closed containing not more than 60 c.c. To be kept protected from light.

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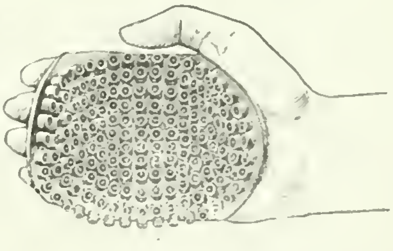

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Hydrogenium Peroxydatum Solution (new).

Contains at least 3 per cent. by weight of hydrogen peroxide, H_2O_2. Molecular weight 34.016.

A clear, colorless, and odorless liquid with a faintly bitter taste. Slightly reddens litmus. At ordinary temperature it decomposes very slowly, evolving oxygen; on boiling, or on coming into contact with certain substances, as manganese oxide, it decomposes very rapidly. On adding to solution of hydrogen a few drops of dilute sulphuric acid and a few c.c. of solution of potassium permanganate, the mixture effervesces and the color of the permanganate solution disappears. On shaking 1 c.c. of solution of hydrogen peroxide, acidified with a few drops of dilute sulphuric acid, with about 2 c.c. of ether and adding a few drops of solution of potassium chromate, the ethereal layer on shaking will assume a deep blue color. On adding to iodine-zinc-starch solution a few drops of dilute hydrochloric acid and one drop of solution of hydrogen peroxide, the mixture assumes a blue to violet color. On adding dilute sulphuric acid to 5 c.c. of solution of hydrogen peroxide, no change will take place within ten minutes (barium salts). Solution of hydrogen peroxide to which a few drops of solution of sodium acetate have been added should not be altered by the addition of solution of calcium chloride (oxalic acid). To neutralise 50 c.c. of solution of hydrogen peroxide not more than 2.5 c.c. of $^{10}/n$ potassium hydroxide (free acid) should be required. Twenty c.c. of solution of hydrogen peroxide evaporated in a water-bath should not leave over 0.02 gram residue.

Determination of Strength.—Ten grams of solution of hydrogen peroxide is diluted with water to 100 c.c. To 10 c.c. of this mixture are added 5 c.c. of dilute sulphuric acid and 10 c.c. of solution of potassium iodide (1+9), and the whole is allowed to stand for half an hour in a closed flask. To take up the iodine liberated, at least 17.7 c.c. of $n/_{10}$ sodium-thiosulphate solution should be required, corresponding to a minimum content of 3 per cent. of hydrogen peroxide (1 c.c. $n/_{10}$ sodium-thiosulphate solution=0.00170 gram. hydrogen peroxide, with mucilage of starch as indicator).

To be kept in a cool place and away from light.

The following are a few examples of the new galenicals to be introduced:

Collemplastrum Adhaesivum.

Adhesive Rubber Plaster.

Wool-fat	67 parts
Copaiba	8 parts
Caoutchouc	25 parts
Powdered orris	25 parts
Petroleum benzin	A sufficiency

Dissolve the caoutchouc in 150 parts of petroleum benzin without shaking. Melt the copaiba and wool-fat, and heat for about ten minutes to 100° C. Dissolve the half-cooled mixture in 15 parts of petroleum benzin, and add to the caoutchouc solution. Dry the orris powder at 100° C., and with a sufficiency of petroleum benzin form a thick uniform paste which can be poured out, and add to the former solution. This mixture is spread on undressed shirting to form a plaster 0.9 mm. thick (including shirting) and kept at ordinary temperature until the benzin has evaporated.

Emulsio Olei Jecoris Aselli.

Cod-liver Oil Emulsion.

Contains 50 per cent. of cod-liver oil.

Ol. morrhuae	500 grams
Acaciae gummi pulv.	5 grams
Tragacanth pulv.	5 grams
Gelatin	1 gram
Calc. hypophosphoros.	5 grams
Aq. cinnamomi	100 grams
Benzaldehydi	3 drops
Syrupi	84 grams
Aq.	300 grams

Gum acacia and tragacanth added uniformly to oil in a dry bottle. Gelatin dissolved in water and added to above when cool, and shaken for five minutes. To the emulsion are added the solution of calc. hypophos. in aq. cinnamon. and the benzaldehyde in the syrup. The whole is well shaken.

Unguentum Paraffini (altered).

Ceresin	4 parts
Liquid paraffin	5 parts
Wool-fat	1 part

—Chemist and Druggist.

Syrup of Horehound.

Syrup of horehound made by mixing the liquid extract with syrup is not always clear, and varies considerably in aroma and strength. The author finds that the drug can be satisfactorily extracted with a glycerin-water menstruum, and proposes the following formula:—Horehound (No. 20 powder), 200 gms.; sugar, 750 gms.; glycerin, 125 c.c. (mils); water, a sufficient quantity. Mix the glycerin with 375 mils of water and moisten the drug thoroughly with sufficient of the mixture; pack lightly in a percolator, and add enough menstruum to saturate and leave a layer above the drug, and macerate for twenty-four hours. Then percolate slowly, using the balance of the menstruum and then warm water until exhausted. Reserve the first 500 mils of percolate, and evaporate the remainder to 100 mils, then add the reserve, and dissolve the sugar in the liquid, using a slight heat if necessary. When cold add sufficient water to make the preparation measure 1,000 mils, and strain. Syrup of horehound thus made is clear, brown in color, and possesses the characteristic bitter and aromatic taste of the drug. It has no tendency to change.—G. M. Beringer. read before the N. J. Pharm. Assoc.)

THE SODA FOUNTAIN

LIME JUICE AT THE SODA FOUNTAIN.

"Lime juice, either bottled or freshly expressed, should be constantly on hand, unless you prefer to keep the limes on hand and squeeze them as called for," says E. F. White in the Ice Cream Journal. "When you use fresh juice, be sure that it is fresh, and strain it through a heir sieve or cheese cloth. If you desire to keep this juice longer than a day it must be filtered after straining and a small quantity of alcohol added to prevent fermentation. At the end of twenty-four hours filter the second time, after which the juice will keep in good condition for several days. In any of the following formulas calling for the juice of one lime its equivalent in bottled lime juice may be used if desired. This would be about half an ounce."

The fancy lime-juice drinks referred to by the author are as follows:

Arctic Snowball.—Into a 12-ounce glass draw 1½ ounces of root beer syrup. Into this squeeze the juice of one lime and fill one-third full of fine shaved ice and the balance with carbonated water. Mix and decorate with a slice of lemon and cherry.

Bimbo Punch.—Into a 14-ounce glass draw 1½ ounces of champagne phosphate syrup, ½ ounce of lemon syrup and add the juice of 1 lime. Fill one-quarter full of fine ice and balance with carbonated water, decorating with pineapple, cherries, etc.

Champagne Velvet.—Into a 12-ounce glass draw 1 ounce of crab-apple syrup, 4 ounces of orange cider and add 2 dashes of lime juice. Fill with carbonated water and mix.

Chautauqua Punch.—Into a 12-ounce glass draw 1½ ounces of pineapple syrup, 1 ounce of grape juice and the juice of one lime. Fill glass half full of fine ice and the balance with carbonated water; mix and decorate.

Cool Breeze.—Into a 12-ounce glass draw ½ ounce of lime syrup, ½ ounce of orange syrup and ½ ounce of pineapple syrup; add the juice of ½ lime. Fill one-third full of ice and balance of carbonated water. Mix and decorate as fancy wills.

Grape Cup.—Into a 12-ounce glass draw 8 ounces of the following mixture, which should be kept on ice in a bottle: 2 pints of grape juice, 2 pints of cold, weak green tea, ½ pint of lime juice into which has been dissolved 1 pound of sugar. Fill the glass one-quarter full of ice and balance with carbonated water.

Lime Blossom.—Into a 12-ounce glass squeeze the juice of 1 lime and add 1 ounce of strawberry syrup and 1 ounce of almond syrup. Fill glass one-third full of fine ice and the balance with carbonated water. Decorate with a slice of lemon.

Lime Freeze.—No. 1: Into a 12-ounce glass draw ½ ounce of pineapple syrup, ½ ounce of orange syrup and ¼ ounce of lime juice. Fill glass one-quarter full of fine ice and add a few sprigs of fresh mint. Shake and then fill glass with carbonated water. Decorate with cherries on toothpicks.

No. 2.—Into a 12-ounce glass draw ½ ounce of lime juice, the juice of half a lemon, ½ ounce of pineapple syrup and ½ ounce of ginger syrup. Fill glass one-quarter full of fine ice and the balance with carbonated water. Mix and decorate.

Lime Juice Rickey (Boston Style).—Into a 13-ounce glass, tall and slender, draw 1½ ounces of grape juice, squeeze the juice of 1 lime and add 3 dashes of Angostura bitters, 2 dashes of phosphate and 1½ ounces of simple syrup. Fill the glass one-third full of fine ice and the balance with carbonated water. Mix and decorate.

Lime Lemonade.—The proper way to prepare this famous beverage is to make it as you would make a plain soda lemonade, except that in place of using the juice of a whole lemon use use the juice of 1 lime and ½ a lemon. Bottled lime juice may be used in this as in other beverages where the fresh fruit is not at hand.

Limeage.—This beverage may be prepared from the fresh fruit or from the prepared juice, but is a much better drink when the fruit is expressed at the time of serving the drink. Pour 1½ to 2 ounces of simple syrup into a 10-ounce glass (either lemon or lime syrup may be used if preferred); fill about one-third full of fine ice, then squeeze in the juice of a lime, fill with plain water and mix by shaking. As in the case of lemonade, the limeade can be made from soda or other mineral water, and when so made is named after the water used, as "soda limeade," "seltzer limeade," etc. Where charged water is used, mix by stirring instead of shaking.

Lime Juice and Vichy.—Into an 8-ounce glass of vichy shake a few dashes of lime juice from a spirit bottle. This is a fine summer drink and a good demand for it can be created if you keep your lime juice good and fresh.

Lime and Pines.—This is one of the famous lime combinations. Into a phosphate glass draw 1½ ounces of pineapple syrup and add a few dashes of lime juice and fill with carbonated water. Just try

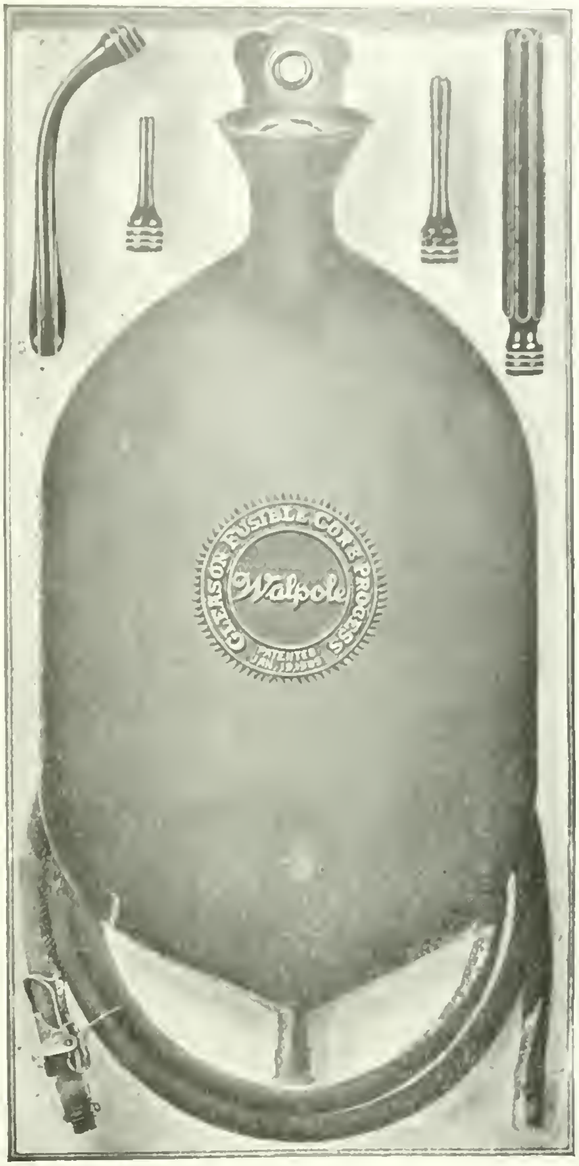
An Unequalled Combination

You know the "WALPOLE" Hot Water Bottle—its unique Fusible Core Process of manufacture, and its equally remarkable two-year guarantee against *boiling water.*

There's not a joint or seam anywhere in the WALPOLE, and not a drop of cement is used in its make-up. The WALPOLE is moulded, vulcanized and steam cured, *all in one piece*, on a *fusible core* which is then melted and run out,

Consequently the WALPOLE *can't leak*, even though boiling water be poured into it. *We guarantee the WALPOLE Hot Water Bottle absolutely for two years*—and you simply pass on our guarantee to your customer. You can sell the WALPOLE with a guarantee, instead of with a caution.

We have now adapted the WALPOLE to serve a double purpose, without in any way lessening its usefulness as a Hot Water Bottle. It is now



WALPOLE Hot Water Bottle Combination Fountain Syringe

The tubing used is the very best— the same quality as the rubber in the bottle—and the four attachments of hard rubber are scientifically designed to best meet their several requirements.

By attaching the syringe to the bottom of the bottle, as shown, and remove the stopper, air is allowed to enter as the water runs out, and a free and rapid flow is secured. This is most important.

There is big business to be done in hot water bottles and fountain syringes—if you handle the modern, guaranteed WALPOLE Get busy and you will find it a most profitable and satisfactory part of your business.

Walpole Rubber Co., Limited, MONTREAL.

Write for Trade Prices to

THOMAS REID, Sales Manager, Drug Sundries Dept.

For rubbing, bathing, liniments and
external preparations,
Physicians are prescribing and
Hospitals are using

COLUMNIAN SPIRITS

FOR SALE BY

THE STANDARD CHEMICAL CO.
Manufacturers
TORONTO AND MONTREAL

As we have entered the field for the manufacture of high-class Pepsin Chewing-Gum under our brand of Y & S, which for forty years has been the leading brand of Stick Licorice sold in the United States and Canada, we beg to call the attention of the trade to the Y & S Pepsin Gum, a strictly high-class article containing only the finest ingredients. Y & S is the stamp of quality. We put up the following flavors: LICORICE, PEPPERMINT, WINTERGREEN, SPEARMINT. Order a sample box (assorted if required) from your jobber. There is no better gum made. Each piece wrapped singly. 5 pieces to package. 20 packages to box.

National Licorice Company

MONTREAL

it and note the pleasing effect. This is a good summer specialty.

Lime Slip.—Into a 12-ounce glass draw 1 ounce of pineapple syrup and 1 ounce of orange syrup. Into this squeeze the juice of 1 lime. Fill the glass one-third full of ice and the balance with carbonated water. Mix and decorate with slices of orange and pineapple.

Napa Orange.—Into a 12-ounce glass draw 1 ounce of orange syrup, 1 ounce of raspberry syrup and squeeze in the juice of 1 lime. Fill the glass half full of lemon ice and the balance with carbonated water. Mix, decorate with cherries and serve with a spoon.

Newport Cooler.—Into a 12-ounce glass draw 1½ ounces of ginger-ale syrup and squeeze in the juice of 1 lime. Fill the glass one-third full of fine ice and the balance with carbonated water. Mix and decorate.

Raspberry Rickey.—Into a 12-ounce glass draw 1½ ounces of raspberry syrup and add the juice of 1 lime and a couple of dashes of raspberry vinegar. Fill the glass one-third full of fine ice and balance with carbonated water. Mix and decorate.

Ruby Queen.—Into a 12-ounce glass draw 1 ounce of currant syrup, 1 ounce of strawberry juice and squeeze in the juice of 1 lime, then add 1 ounce of simple syrup and fill nearly full of carbonated water. Mix and float almond or other ice cream on top.

SUNDAES.

Glass Go Sundae.—Fill sundae cup two-thirds full pineapple ice, then fill up with pineapple crushed fruit. Top off with sliced pineapple and orange and chopped brandied cherries.

Dew Drop Sundae.—Fill cocktail glass two-thirds full of New York ice cream, fill glass with mint and cherry syrup. Top off with whipped cream and creme de menthe cherry.

Bismarck Sundae.—Fill sundae cup two-thirds full vanilla ice cream, fill up with chopped dates and figs and pour over some maple syrup. Top off with whipped cream.

Illinois Sundae.—Champagne syrup, crushed strawberry. Pour over New York ice cream, serve in fancy Sundae cup, top off with whipped cream.

Tally-Ho Sundae.—Put large measure ice cream in tall Sundae glass, cover with fresh crushed banana fruit and fill glass with whipped cream. Cover one side with chopped pecans, the other with powdered mace. Top with Maraschino cherries. Other fruit may be used if desired.

Black Hawk Sundae.—Mix Crushed blackberries with grated black walnuts. Pour over ice cream and top off with whipped cream and one Maraschino cherry. Serve in Sundae cup.

Mexican Sundae.—Ginger cordial syrup, mix with ginger fruit; pour over vanilla ice cream; sprinkle cinnamon over. Serve in sundae cup and top off with Maraschino cherries.

Caramel Nut Sundae.—A caramel nut sauce is made of extra heavy caramel syrup. Mix equal parts of slightly roasted nuts, pecans, English walnuts, black walnuts, pignolia and pistachio nuts. Keep your caramel nut sauce in bowl and serve as a sundae.

Ambrosia Sundae.—Peel six oranges, cut up in blacks, one grated cocoanut, twelve ounces crushed pineapple. Mix well. Serve over ice cream.

Hot Maple Sundae.—Pour a ladle of hot maple syrup over vanilla ice cream; sprinkle ground hickory nuts over top. Serve with Nabisco wafers.

Hot Strawberry Sundae.—Over a service of vanilla ice cream a ladle of hot crushed strawberry. Do not let the strawberry reach a boiling degree, as it destroys the flavor.

Carnation Sundae.—Fill sundae cup two-thirds full of vanilla ice cream; fill up with grape juice, and top off with whipped cream.

Chocolate Fruit Sundae.—Strawberry syrup, 10 ounces; vanilla syrup, 10 ounces; raspberry syrup, 8 ounces; chocolate syrup, 4 ounces. Pour a ladle of this sauce over pure ice cream.

Nut Salad Sundae.—Chop one pound of mixed nuts and add 10 ounces of crushed strawberry and 10 ounces of crushed pineapple sauce. Pour over plain ice cream.

Mint Sundae.—Pour over plain ice cream one ladle of thickened mint syrup and decorate with two sprays of mint and a blanched almond.—National Druggist.

"Poor Bob has surely run his race,"
Said Medico, with solemn face.
"Alas! he would not take my tip,
Stop living at so fast a clip."

A kind friend, having heard about
Poor Robert being down and out,
Gave him a cure, said "Have no fears,
It's been in use for seventy years."

Bob sadly smiled, but sure enough,
Tried **Dr. Marshall's Catarrh Snuff.**
It cured him: thousands now who know,
Write C. H. Keith, at Cleveland, O.

The strongest business is in great danger when it ceases advertising.

No advertisement is lost which makes a good impression on the reader.

Advertising is the right hand of a business, and non-advertising the left.

The Original and Only Genuine

BEWARE OF IMITATIONS SOLD ON THE MERITS OF

MINARD'S LINIMENT

Did You Ever Notice

that the druggists throughout the country who do the largest trade are always the fellows who are not afraid to buy enough of any good patent medicine in order to get a lot of free advertising.

On the other hand did you ever notice the shiney coat and frayed at the bottom pants on the man who is always knocking patent medicines and talking about the professional aspect of the drug business.

That ought to be enough to convince you of the wisdom of writing The Merrill Medical Co., Manufacturing Chemists, Toronto, regarding exclusive advertising proposition for

MERRILL'S RELIABLE FAMILY REMEDIES
THE ROYAL ENGLISH TOILET PREPARATIONS
MERRILL'S HOUSEHOLD NECESSITIES

Don't wait for a traveller. Write to-day

The Merrill Medical Co.
Merrill Building, Toronto, Ont.

POISON!

Arsenate of Lead

The Canada Paint Company
Limited

Montreal Toronto Winnipeg

The Canada Paint Company's

Arsenate of Lead is intended to eradicate destructive Leaf Eating insects, worms, caterpillars, etc., which infest the orchard and garden.

To fifty gallons of water add thee pounds C P. Co.'s Arsenate of Lead, first thinned down in a gallon of water.

This Insecticide when sprayed upon the leaves does not readily wash off, making its use extremely economical.

Arsenate of Lead

The Canada Paint Company
Limited

Montreal Toronto Winnipeg

LATIN WORDS OR ABBREVIATIONS

Frequently seen in Physicians' Prescriptions, with their meaning in English

Latin words.	Abbreviations	Translations.
Abdomen, inis.	Abdom.	The belly.
Absente febre.	Abs. feb.	In the absence of fever.
Ad.		To, up to.
Adde.	Add.	Add (thou).
Addatur.	Add.	Let it be added
Ad libitum.	Ad. lib.	At pleasure.
Admoveatur.	Admov.	Let it be applied.
Agita.	Agit.	Shake, stir.
Agitetur.	Agit.	Let it be shaken or stirred
Agitato vase.	Agit. vas.	The vial being shaken
Albus, a, um.	Alb.	White.
Aliquot.		Some, a few.
Alternis horis.		Every other hour.
Amplus.	Amp.	Large, ample.
Ana.	aa.	Of each.
Ante.	A.	Before.
Aqua bulliens.	Aq. bull.	Boiling water.
Aqua fervens.	Aq. fev.	Warm water.
Aqua communis.	Aq. com.	Common water.
Aqua fontis (fontalis or fontana).	Aq. font.	Spring water.
Aqua urbis.	Aq. urb.	City water.
Aut.		Or.
Balneum.		A bath.
Bene.		Well.
Bis.		Twice.
Bis in die, bis in dies, bis intra diem.	B. i. d.	Twice a day.
Capiat.	Cap.	Let the patient take.
Capiat quantum vis (or volueris).	Cap. quant. vis.	Let the patient take as much as he will
Capsula, ae	Caps.	A capsule.
Capsulae amylacae.		Cachets.
Cena (or caena or coena)		Supper.
Charta.	Chart.	Paper.
Charta cerata.	Chart. cerat.	Waxed paper.
Chartula.	Chart.	A small paper.
Cibus, i.	Cib.	Food.
Cito dispensetur!	Cito. disp.	Let it be dispensed quickly
Clarus, a, um.		Bright, clear.
Cochleare amplum.	Coch. amp.	A tablespoonful.
Cochleare magnum.	Coch. mag.	A tablespoonful.
Cochleare medium or modicum.	Coch. med.	A dessertspoonful.
Cochleare parvum.	Coch. parv.	A teaspoonful.
Colar.		Strain.
Coletur.		Let it be strained.
Collunarium, i.	Collun.	A nose wash.
Collutorium.	Collut.	A mouth wash.
Collyrium.	Collyr.	An eye lotion.
Congius.	Cong.	A gallon.
Contra.	Cont.	Against.
Contusus, a, um.	Contus.	Bruised.
Coque.	Coq.	Boil.
Coquetur.	Coq.	Let it be boiled.
Cras, crastinus.		To-morrow.
Cujus.	Cuj.	Of which.
Cujus libet.	Cuj. lib.	Of whatever you please.
Cum.	C.	With.
Da.	Da.	Give.
Detur, Dentur.	Det., dent.	Let it be given.
Dimidius, a, um.	Dim.	One-half.
Divide.	Divid.	Divide.
Dividatur, dividantur.	Divid.	Let it (them) be divided
Dosis.		A dose.
Ejusdem.		Of the same.
Et.		And.
Ex or e.	e.	From, out of
Ex modo prescripto.	E. m. p.	After the manner prescribed.
Fac, fit, fiat, fiant.	Ft.	Make, let them be made.
Farina.		Flour, meal.
Fervens, entis.	Ferv.	Hot.
Filtra.	Filt.	Filter.
Flavus, a, um.	Flav.	Yellow.
Folius, i.	Fol.	A leaf.
Gradatim.		Gradually.
Granum, grana.	Gr.	A grain, grains.
Gutta, guttae.	Gtt.	A drop, drops.
Haustus, i.	Haust.	A draught.
Hora somni.	Hor. som.	At bed-time.

Latin words.	Abbreviations	Translations.
Idem.		The same.
In.		In, within, upon (sometimes) not
Inter		Between
Internus.		Inner
Lac, lactis.		Milk, of milk.
Magnus, a, um.	Magn.	Large.
Massa, ae.	Mass.	A mass
Misce.	M	Mix.
Misceatur, misceantur.	M	Let it (them) be mixed.
Misce bene.	M bene	Mix well
Misce caute	M. caute.	Mix cautiously.
Mistura, ae.	Mist.	A mixture
Mitte.		Send
Mittatur, mittantur		Let it (them) be sent
Mitte tales.		Send of such.
Modo dictu.	M dict	In the way said
Modo praescripto.	M P.	In the way prescribed
Mollis, is.		Soft.
More dictu.	Mor. dict.	In the manner said
Niger, nigra, nigrum.		Black.
Non repetatur.	Non. rep.	Do not repeat
Novus, a, um.		New, fresh.
Nox, noctis.		Night, of the night.
Numero.	No.	In number.
Octarius.	O.	A pint.
Omnis.		All, every.
Omni hora.	Omn. hor.	Every hour.
Omni mane.	Omn. man.	Every morning.
Omni nocte.	Omn. noct.	Every night.
Optimus, a, um.	Opt	Best.
Pabulum, i.		Food.
Panis, i.		Bread.
Partes aequales.	P. e.	Equal parts.
Parvus, a, um.		Little.
Parvulus, a, um.		Very little, an infant.
Per.		Through, by means of, very.
Percola.		Percolate.
Percoletur.		Let it be strained through
Placebo.		I will satisfy (a medicine given to please a patient)
Pondere.		By weight
Post cibo.	P. c.	After eating.
Prae.		Before.
Primus, a, um.		First.
Pro dose.		For a dose
Pro re nata.	P. r. n.	As occasion arises.
Pulvis, eris.	Pulv.	A powder
Pulvis grossus.	Pulv. gros.	A coarse powder.
Pulvis tenuis.	Pulv. tenu.	An extremely fine powder
Pulvis tenuissimus.		Finest powder.
Purus, a, um.	Pur.	Pure, clean.
Quantum sufficit.	Q. s.	A sufficient quantity
Quantum satis.	Q. s.	A sufficient quantity.
Quaqua hore.	Q. h.	Every hour.
Recens, recentis.	Rec.	Fresh.
Recipe.	℞	Take.
Repetatur, repetantur.	Rept.	Let it (them) be repeated
Ruber, rubra, rubrum.	Rub.	Red, ruddy.
Secundo.		Secondly.
Secundum artem.	S. a.	According to art
Secundum legem.	S. l.	According to law.
Semi, semis.	ss.	A half.
Sesqui.		Once and a half.
Si.		If.
Sicens.		Dry, dried.
Signa.	Sig.	Write.
Signetur.	Sig.	Let it be written.
Si opis sit.	S. o. s.	If it is best.
Solve.	Solv.	Dissolve.
Solvatur.	Solv.	Let it be dissolved.
Solutus.	Sol.	Dissolved.
Solutio, onis.	Solut.	Solution.
Somnus.		Sleep
Spiritus vini rectificatus	S.V.R.	Alcohol.
Spiritus vini tenuis.	S.V.T.	Proof spirit.
Sub.		Under.
Talis, is.		Of such.
Ter in die.	T. i. d.	Three times a day.
Vel.		Or.

*Druggists' Circular.

The Signature of Chas. H. Fletcher. Is on Every Wrapper of

CASTORIA

Jobbers sell less than dozen at $3.00 per dozen.

Jobbers sell 3 dozen or over at $2.80 per dozen

Send for
Cards, Cartons and Counter
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Genuine CASTORIA Always

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CONVEX GOLD GLASS LETTERS ON WHITE OPAL GLASS FRAMED

BOSTON BRILLIANT LETTERS ON PLAIN GLASS WITH BLACK BACKGROUND FRAMED

We can supply blue, white and crimson letters for any design.

Write for prices and particulars, giving wording required, and approximate length of sign.

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You may easily be deceived in the form but never in the substance of

Hunt's **"VARITY"**
"Milk Dipt" Chocolates

Nothing just like them ever offered before. Put up especially for the Drug Trade in ½lb., 1lb. and 2lb. boxes, retailing at 30c, 60c and $1.20.

Each box contains assorted creams and nuts covered with genuine Swiss Milk chocolate, a blending of flavors that will joyfully surprise you.

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WHOLESALE CONFECTIONERS
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Before Ordering Elsewhere

We have a nice assortment at A1 value and they are unsurpassed for durability.

We also manufacture INFANTS' TEETHING RINGS.

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Dr. PIERCE'S MEDICINES

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WERE NEVER BETTER.

Owing to the Protection Afforded by Our Serial Number Contract Plan

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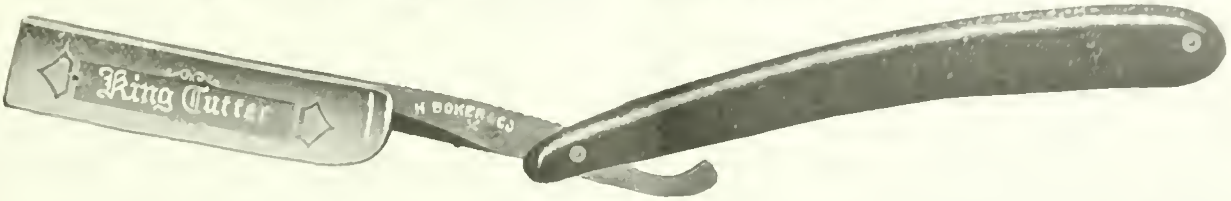
H. Boker & Co's "KING CUTTER"



The "KING CUTTER" is known as Highest Grade, and noted for its superior shaving quality. Every blade is hand made from the very best quality bar razor steel, tempered by our own process. Perfectly ground, honed and set ready for use. And of the very finest finish throughout.

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PHARMACEUTICAL **Chemicals** INDUSTRIAL

MERCURIALS HYPOPHOSPHITES
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Insect Powder	Formaldehyde
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Write for quotations.

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ESTABLISHED 1891

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Vermine Exterminators

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NO SMELL

RATS and MICE

Roaches and Bed-Bugs

IT DRIES THEM UP

Most infallible remedy known Retains its strength for years.
Sold in every Country in the World.
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GOMBAULT'S CAUSTIC BALSAM

Always gives satisfaction to the Consumer and pays the Retail Druggist a good profit

None genuine without the signature of
The Lawrence, Williams Co.
Sole Proprietors & Distributors for the
U. S. & CANADA. CLEVELAND, O.

THE GREATEST VETERINARY REMEDY OF THE AGE

Also an absolutely safe Liniment for External Use on the Human Body

At Wholesale Dealers, $12.00 doz. Retails at $1.50 per Bottle

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TORONTO, ONT. - CLEVELAND, O.

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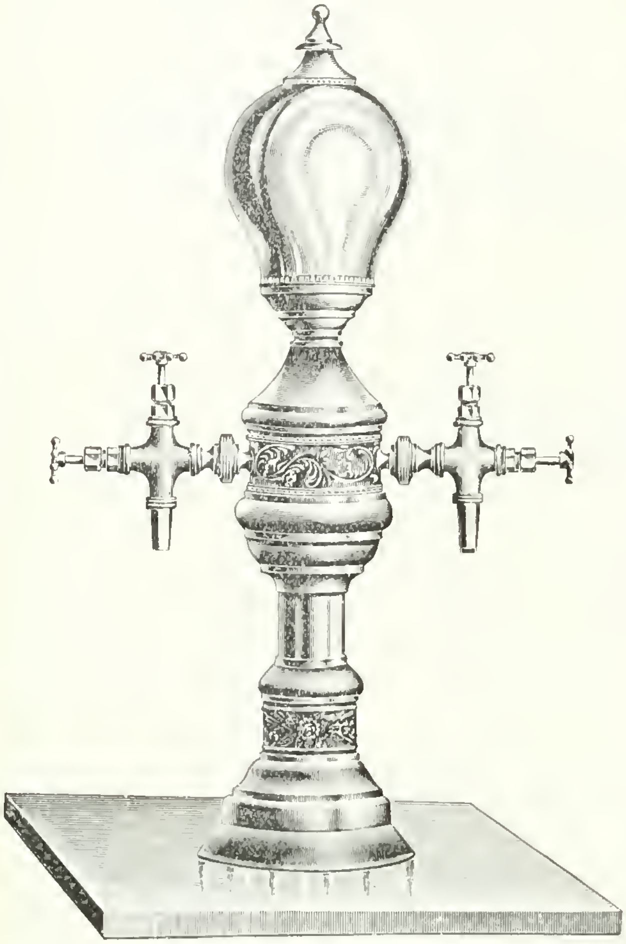
Gasoline Lighting System

Gives a 300 Candle Power Shadowless Light the instant you move the lever. Turns up or down, like gas, burns dim when not in use, or can be turned up instantly when more light is needed. It floods a 30-foot space with a brilliancy like daylight. Far cheaper than gas, kerosene or electricity, and so simple that anyone can use it. You can depend upon it for years for any purpose demanding a big, strong light. Catalog CD tells why. Send for it now

Brilliant Gas Lamp Co.
Dept. 16 42 State Street, CHICAGO, ILL.



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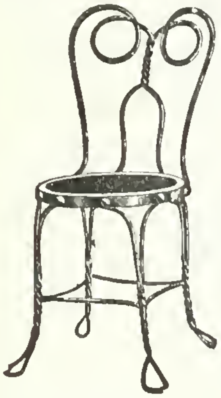
ICE CREAM FREEZERS

ICE BREAKERS

SODA CYLINDERS and everything for the fountain and ice cream trade

GEO. SPARROW & CO.

118 KING ST., EAST, TORONTO



METAL FURNITURE

for Cafes, Shops, Halls and other Public Places.

There is nothing better in appearance, construction, and for wearing qualities than this line.

—Write for Prices—

LYONS & MARKS, Distributors
120 Bay Street, Toronto, Can.

The Chicago Wire Chair Co.
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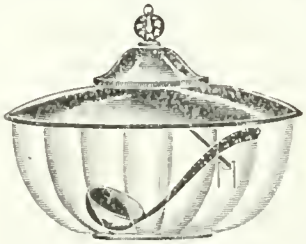
THE PERFECT SERVICE YOU WANT

At Your Soda Fountain

Will be Found Wherever the

BOHNER PATENT CRUSHED FRUIT BOWL

IS IN USE



Ladle inside under cover. Handle resting on rod, always clean and ready for use.

It possesses all the qualities that make for facilify af service and insure cleanliness. **It is accepted by Health and Food Law Autharities** everywhere as the acme of perfection in the service of fruits and fruit syrups. It is endorsed and most extensively used of all bowls. **BECAUSE** it precludes the possibility of contamination by dust, flies, bugs, etc. The service ladle is inside under cover. The handle rests on a rod and is always clean and ready for use.

All Jobbers Handle Them

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(REGISTERED)

The CHOICEST INVALID PORT

Its PURITY and AGE commend it for medicinal purposes. Sold only in bottles. For sale in cases, 12 quarts and 24 pints

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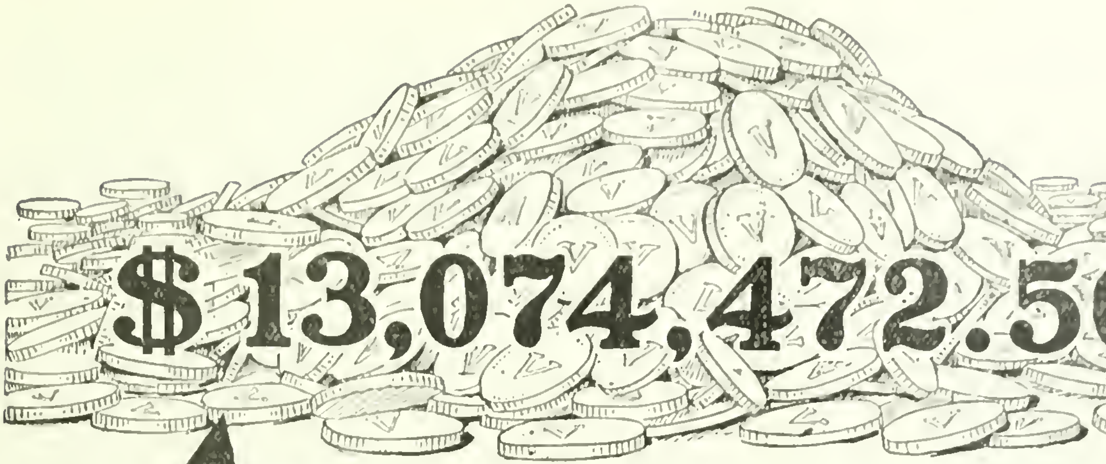
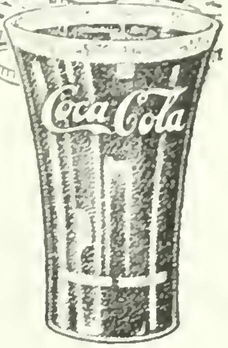
If you are not fully posted regarding our Trade Reports or not supplied with special tickets for procuring same, write or telephone. It will interest you.





To be divided among Druggists of America

That's the sum you gentlemen divided in profits on Coca-Cola last year. You can hardly believe it.

Here's the proof. We sold you nearly four million gallons of Coca-Cola Syrup in 1909.

From which you made and served 435,815,750 glasses of Coca-Cola at a profit of 3c each.
Figure it yourself.

How's that for a popular beverage? For a mountain of sales? For a neat little profit? Let's beat the record this year.

Push
Coca-Cola

and get your share of the sales and the profits. We're doing our share of the pushing with a delicious, wholesome beverage and a $600,000 advertising appropriation. A part of it goes into store signs and window displays—to which you're welcome if you'll ask. So the final push is up to *you*—and the strength you put into it will determine the size of your share of the bumper crop of Coca-Cola nickels for 1910.

Come now—let's get together—let's all make money.

Begin by putting in your supply of Coca-Cola now, if you haven't already done so.

Order (from your Jobber) TO-DAY.

Send for our booklet "The Truth About Coca-Cola."

THE COCA-COLA COMPANY
Toronto and Montreal

Coca-Cola
is made in
Canada

Whenever
you see an
Arrow think
of Coca-Cola

THE POWER OF THE DRUG TRADE PRESS.*

By R. R. Shuman.

Here is the beginning of a series of thoughtful articles on the real status of drug trade journals.

The subject will be treated in its broad sense from the standpoint of one who speaks with whatever authority the test of experience gives a man.

In the beginning the trade journal was an unbidden guest at a feast in which jobbers held full sway. This was even more true in grocery and other lines than in drugs, but it was also true of the drug journals.

The drug trade paper was then looked upon as hanger-on—a respectable mendicant, accused by turns of blackmail from the weak and crumb-begging from the strong.

Trade Journalism Emerges.

How drug trade journalism emerged from those early struggles to the power and influence and universal respect in which it is held to-day is a story fit for a more dramatic pen than mine.

But that it has emerged and that it is a power I know, and it shall be my mission to show how best to use that power—how to use it to bring actual, tangible dollars-and-cents returns at the smallest possible ratio of cost.

I shall discuss the broad topic of printed salesmanship; of winning converts by talking to them in their own language and telling them what they want to know.

I shall poke fun at the standing-card man who thereby publicly acknowledges his low estimate of the good will of the druggists of the country.

I shall scold roundly the mistaken advertiser who fills his space with a line of bombast that repels rather than attracts.

A Circle of Boosters.

I shall say some things that the editor will feel like apologizing for in his editorial columns, but, through the whole series, my whole effort will be to gather into a friendly, co-operative circle of boosters the advertiser, the publisher and the subscriber, and, to the extent to which I am successful in doing this, whether my methods be criticised or praised, I shall have done something worth while, something for which I shall be remembered—and, though I do not ask it—gratefully.

*Mr. Shuman is a live wire, energetic, resourceful, courageous and manly, a living example of the faith that he preaches, for as advertising manager of the Liquid Carbonic Co., Chicago, during the last three years, he has demonstrated the vital selling power of the Drug Trade Press, NOTES prominently among the rest. His forceful copy has made money for "The Liquid" and now he announces that he is ready to serve other firms in non-competing lines. He may be addressed at 440 Wells St., Chicago, Ill.

SHOP SHOTS.

By Frank Farrington in National Druggist.

Don't think that mere breathless haste is an indication of energy. It is merely a consumer of energy.

If your policy permits crooked methods you will soon find yourself beset with crooked clerks who will beat you with your own methods.

The man who tries to maintain a neutral position upon public questions may not make for himself active enemies, but neither will he gain any active friends.

It is easy to expect too much of clerks. Do all you can to correct the faults of your employees, but bear in mind Disreali's remark that "It is easier to be critical than correct."

It is easy to live without making mistakes if one attempts nothing new. The men who accomplish things are they who are not afraid of an occasional error.

When you set out to do a thing, do not let the finishing of that task be the sole object kept in view. Strive also for quality of workmanship.

Don't be anxious to become a full-page advertiser until you are able to handle a small space to the very best possible advantage.

Honesty, because it is the best policy, is good, but before trusting a man far I want to know that he is honest for some deeper reason than that of mere policy.

As the cost of living increases don't kill yourself with overwork trying to increase your income in proportion. Try decreasing outgo as well. Some of the things you consider necessities are not necessary.

Don't rush your buying and don't rush your selling. There is a mint of money in just going slow. Hurry when occasion demands. Otherwise go slow!

If you cannot be courteous with people who come to sell you goods, never complain of your own crabbed customers.

It is well to tighten your purse strings in hard

Trifles Make Perfection

In the manufacture of "TRUE FRUIT" Soda Fountain Requisites no trifle is too small to receive the most careful attention and the perfection of quality, which distinguishes these products, is a wonderful achievement, but it has been the outgrowth of years of scientific effort, skill and experience.

Each year the J. HUNGERFORD SMITH CO. has raised the standard of quality a little higher above the heads of their competitors.

There has been no letting down in quality, no relaxation of effort, but a constant endeavor to improve whereever possible; to discover, develop and obtain still finer fruits and of increased and better varieties.

We are constantly studying the conditions and needs of the soda water business, perfecting new specialties and assisting our customers to greater success.

We preach QUALITY in the selling of our goods and we practice QUALITY in the purchase of our fruits and the manufacture of our products.

The instructions to our buyers are "Get the best—cost is secondary."

J. HUNGERFORD SMITH CO., Limited
Manufacturers "True Fruit" Soda Fountain Requisites
TORONTO, ONTARIO

American Floral Perfume Co., Limited

Manufacturers of the Celebrated Floral Perfumes

(Canadian Patent No. 103203, Jan. 22, 1907)

Laboratory - - - 88 Wellington Street West
TORONTO, CANADA

Our "Empress Perfumes" with the Real Flower in the Bottle

ODORS

Carnations
Clover
Crab Apple
Heliotrope
Hyacinthe
Lilac, Rose
Lillies (Valley)
Our Best
Sensation
Sweet Pea
Unique
Violets

Prices as follows:

9 fluid ounce bottles, each	$3.75
5 fluid ounce bottles, each	2.50
1½ fluid ounce bottles, per dozen	8.00

Any other brand of perfumes containing the flowers are infringements of this patent and the dealer liable. Any infringement will be vigorously prosecuted.

SPECIAL OFFER TO YOU

In order to introduce our **French Perfumes**, we will present you with four bottles in very handsome silver plated holders with an order for eight bottles of our Empress Perfumes, ½ lb. size, at $3.75 each. As these **French Perfumes** and holders retail at $2.00 each it is equivalent to allowing you a special discount of $8.00

Our French Perfumes

Extra Concentrated

Franour, Corynthius, Queen of Azores, in 8½ oz. bottles, gold seal	**$3.00 each**
Sorosis (the very best)	**4.00 each**

Our French Perfumes in 2 oz. Bottles

A
New Style
Bottle
with
Cut Glass
Stopper

$12.00
per doz., or
$18.00
per doz.
with silver plated
holder

This is a positive novelty, very attractive in appearance, suitable for a present, and an ornament to any lady's dressing table.

Handsome bottles with cut glass stoppers, containing 2 oz. of **Franour, Queen of Azores or Corynthius**, $12.00 doz. or with silver plated holder $18.00 per doz. **Sorosis**, $14.00 doz. or $20.00 doz. with silver plated holder.

times, but it is also wise to tighten them in prosperous times. More men can stand adversity than can stand prosperity.

Let no opportunity slip to associate with men who have proved themselves to be business getters.

If your windows do not halt passersby, it is because you are not spending enough time on them. You can't afford to neglect them for a single day. They are willing workers and they work cheaply.

Every hour your clerks spend idly makes work harder and idleness easier. Idleness begets idleness.

The quality of the first lines of an advertisement is what determines whether the reader will go far enough to be made a customer.

"Smarty" advertising is not smart enough to get the attention even of smarty people.

There is no mystery about salesmanship. It is simply making the customer think as you think about certain goods.

Common-sense advertising is the kind that makes customers and common-sense advertising in the kind that does not go over the heads of its readers but scores a bull's-eye every time.

PICTURE POST CARD SELLING.

By Frank Farrington.

A Consideration of a Profitable Side Line for Druggists—What Kind of Cards to Buy—When to Buy Them—How to Display Them.

Most druggists, perhaps, have an idea that the picture post card business is too small to be worth trying for even if right in their regular line. They do not realize that in Germany there are scores of large factories running night and day, overwhelmed by orders for cards, millions in excess of what their greatest output for the year can reach. All this, to say nothing of the printing plants in the United States that are turning out better cards every year and increasing the output as fast as they can install suitable machinery.

Post card selling is not as small as it looks. The price of one cent, or two cents or even five cents for a card is small, but those in the trade know that the sales are rarely of a single card. I am familiar with the business of one dealer who sells all his cards at one cent each, and yet makes sales frequently of from fifty cents to one dollar. This dealer makes his post cards largely an advertisement for his store by his uniformly low price, which is a cut rate. He pays as high as $2.00 or $2.50 per hundred for some cards, but, of course, there is an average net profit, and he gets the bulk of the post card trade in his town.

However, the all-one-cent idea would not suit most dealers and I do not know that I recommend it unqualifiedly. There is a large demand for high-grade cards selling at prices from five cents up to twenty-five and these cards pay a handsome profit.

A good line of first-class cards will sell to the first-class trade, the kind of trade the druggist wants. These cards should be, first, a carefully chosen assortment of local view cards in the black and white and in the colored sorts, and also in the actual photographs which the dealer can make himself from his own negatives, or from borrowed ones.

The black and white cards are the cheapest and a good card can be bought for four or five dollars per thousand. Half-tone cards are very satisfactory and to get these the dealer might better pay for a half-tone plate and own it himself, having the cards printed where and when he sees fit without having to wait for a new plate each time. These cards can be obtained in a few days' time if the plate is already made. Good half-tone plates should cost from fifteen to twenty cents per square inch of surface.

If the dealer can not use half-tone cards for his black and white he might better have them made in Germany because no American factory can turn out as good black and white work for near the German price of four or five dollars.

In color work there are American plants that are making good cards for about $7.00 a thousand in two weeks' time. They are not, perhaps, quite as good as the German cards in color at the same price, but there is a decided disadvantage in having to wait from three to six months for cards.

I have often waited a month or two over the time in which the importer promised the cards, and have even waited four months for cards, only to be told when asking for them at the expiration of that time that the photographs had been lost and the cards were not made; necessitating beginning all over on the order.

My experience with American-made cards has been most satisfactory right in close competition with dealers selling the foreign-made cards.

The recent raise in the duty on post cards has made the prices on imported cards a little higher and this, with the continued improvement in American work, makes the quicker method more attractive than before.

Local View Cards.

The local view card is the card that never goes out of style. Other cards have their day and are forgotten, but the local view card is the backbone of the business—the cause of the business, in fact.

There must be frequent new additions to the local view card stock. While the transient trade will buy cards which are not new stock, the local trade, which is what the druggist wants, calls for something new all the time. Lots of variety and frequent changes keep the people coming in to look at the cards.

The druggist is apt to stock post cards primarily with the idea that they will bring people into the store, the better cards, of course, bringing in the better people. This idea is correct as far as it goes, but the dealer will surely find that the stock will prove of intrinsic value as a direct profit maker, and will bring in revenue out of all proportion to the investment.

Of high grade cards outside of the local view line there are endless varieties and none sell better or need to be stocked with greater caution than the cards for special days.

Especially in Thanksgiving, Christmas, New Years and Easter cards is there a large sale, the postals having taken the place of other cards and of booklets.

Experience alone will tell a dealer how much to buy of such goods, but it is well to buy sparingly and buy early and put the cards on sale early. By early I mean that Easter cards ought to be put on sale just as soon as the Valentine cards are out of the way. Thanksgiving cards will begin to sell late in October and Christmas cards will sell from the middle of November on. Valentine cards sell right after New Year's Day.

It is better to fall short a few cards on special days than to have two or three hundred left over, and when the cards are put on sale early the stock and the sales can be watched and extra cards ordered by mail up to within two or three days. It is even worth while to telegraph for two or three hundred at the last minute if there is a certainty of enough sale to get you back your money. It is unpleasant to have to turn people away unsatisfied even if the financial loss is small.

The standard cards that sell next to views are birthday cards, and there is a steady demand for them. A good variety ought to be carried.

Name cards have a steady though rather limited sale. Floral cards are always popular and can be had in handsome designs in silk and satin finishes. Bird cards with the natural feathers on them are among the high-priced cards.

Cards with lovers, or popular songs or good luck tokens are among the standard cards and are sold in sets, especially cards requiring a half dozen or so to tell a story. The local view cards, too, will sell in sets. There should always be kept a supply of packets already made up containing one of each kind of local card you have, and the whole marked with a description of what it contains, with a price on it that is lower by quite a little than the cards come to individually.

The novice in the business should buy in small quantities and buy often. It is very easy to tie up money in unsaleable cards. Post cards run up into money faster than one thinks.

A Good Assortment.

A good assortment of cards for a beginner who wants to try the business in a tentative way would be something like the following:

1,000	each 10 kinds local view cards, black and white, at $5.50 per thousand......	$ 55.00
1,000	each 10 kinds local view cards, colored, at about $8.00 per thousand..........	80.00
1,000	local greeting cards, being floral designs with "Greetings from Brownville" on each card	7.50
1,000	assorted birthday cards, 50 of a kind, or, better yet, 100 of a number, each number being six assorted designs	10.00
500	comics, large assortment	4.00
1,000	assorted Easter cards	7.50
1,000	assorted fancy cards, all grades, average	20.00
		$184.00

This may seem like a pretty good-sized investment and, of course, if one were to stock simply the stock cards, omitting the local views, it would be much less expensive, but it is the local view cards that sell and, if one expects to get any post card business worth having, the views are a necessity. Less than a thousand of a kind may be bought, but the price is higher per thousand, and a thousand of a kind is none too many if you can work up any business at all.

The displaying of post cards is a simple matter. The main thing to remember is that the more kinds you display the more cards you will sell.

Revolving racks standing on the show cases or larger ones to stand on the floor are used by many. If you are to use revolving racks, get those that present a flat surface to the customer instead of the cards being set in with ends to the axis of the rack.

Better than revolving racks, which are confusing when two or more people want to use the same rack at the same time, are flat racks which will stand on the show case. By setting them well to the back of the case they do not hide the goods beneath them and they show the cards to the best possible advantage.

The Value of Display.

Display is everything in selling post cards. They sell themselves, as a rule, and most buyers need no waiting upon except to take their money and put the cards into an envelope.

And speaking of the envelope, it offers a chance for some good advertising.

On the outside of it should be stamped or printed a good advertisement, frequently changed. A rubber stamp will do this without expense and the envelopes themselves in a 6¾ size can be bought for 60 cents per thousand in white or manila.

Inside of every envelope should be inserted a folder of some sort. This chance to get people to carry advertising matter home should not be lost. Good folders and booklets should be used and a stock of envelopes should be kept filled in advance ready for use.

Occasional window displays will help the card sale and there should be a good, plain sign, visible from the street up and down. Simply "Post Cards" is all it needs to say.

Stationery Proposition For the Druggist

Absolutely the best proposition that a Druggist or Stationer could have We mention briefly a few points

KIND — "Autocrat".

QUALITY — Nothing better to be desired.

QUANTITY — Minimum—yet representing under this one good quality —a dozen shapes of "Autocrat"

DISPLAY — With each assortment you get Display papers, "Autocrat" cards and counter illustrated sheet, mounted, by which the Druggist or his assistant can quickly, easily and with dignity show his customers what appeals to them at sight a comprehensive line of the best paper on the market.

BRING-BACK QUALITIES — Autocrat has it. Once Autocrat is used, Autocrat will be asked for. Will you have it?

"AUTOCRAT" is advertised in 8 out of 10 of the best American magazines.

AUTOCRAT assortment of 93 boxes contains 12 styles running 3, 6, or 12 of a number. Individual numbers can be repeated from stock.

AUTOCRAT assortment costs you F. O. B. Toronto $23.00, net 30 days draft.

Your orders or enquiries will have careful attention.

Canadian Distributors

The Sutcliffe Company

77 York Street, TORONTO

Wm. Cooper & Nephews

Toronto - Ontario

Canadian Branch of Wm. Cooper & Nephews, Berkhamstead, England.

Proprietors and Manufacturers of :—

Cooper's Cattle, Sheep and Hog Dips.
Cooper's Fruit Tree Sprays, V1, V2, V3, V2K.
Cooper's Apterite, Fumigant and Fertilizer.
Cooper's Lavene, Cure for mange.
Cooper's Shofa, Hand Cleaner.
Cooper's Household Disinfectants.
Bitter Lick. Medicated Salt Bricks, Etc

SEND for TRADE TERMS and ADVERTISING MATTER

Wm. Cooper & Nephews

152 Bay Street

Toronto - Ontario

GASTROGEN TABLETS

A Naturalizing-Digestive

$4.00 per doz.

Through Jobbers

BRISTOL-MYERS CO.
277-281 GREENE AVE.
BROOKLYN - NEW YORK

CANADIAN AGENTS
LYMAN, SONS & CO., Montreal
THE LYMAN BROS. & CO., Ltd., Toronto

SAL HEPATICA

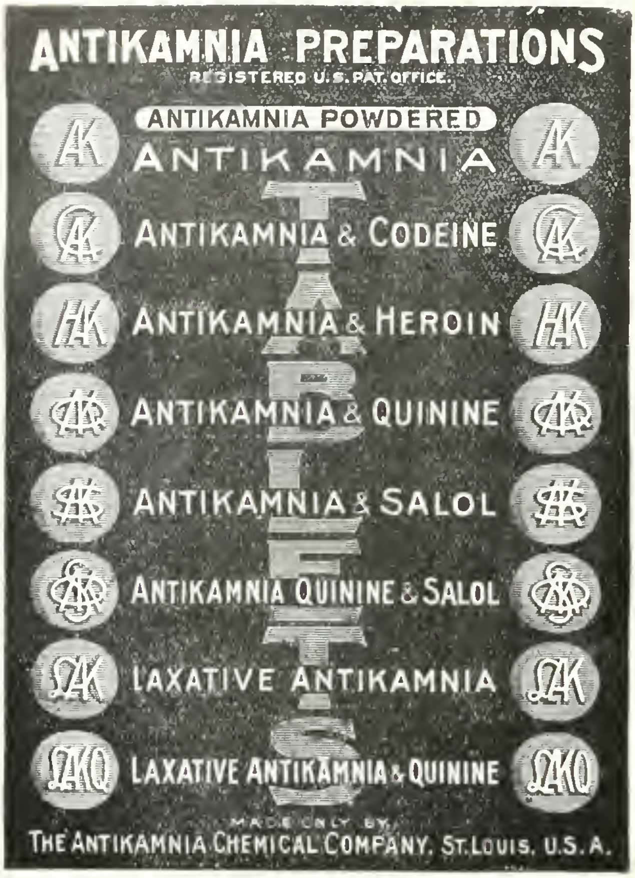
REVISED PRICES FOR CANADA

Small	size, per doz.,	$2.85
Medium	" "	6.80
Large	" "	14.50

$20.00 lots less 5 p.c. trade discount
50.00 lots less 10 p.c. trade discount
Terms, 5 p.c. 30 days

BRISTOL-MYERS CO.
277-279 Greene Ave.
Brooklyn New York

Canadian Agents
LYMAN, SONS & CO., Montreal
THE LYMAN BROS. & CO., Limited, Toronto



ANTIKAMNIA PREPARATIONS
REGISTERED U. S. PAT. OFFICE.

ANTIKAMNIA POWDERED
ANTIKAMNIA
ANTIKAMNIA & CODEINE
ANTIKAMNIA & HEROIN
ANTIKAMNIA & QUININE
ANTIKAMNIA & SALOL
ANTIKAMNIA QUININE & SALOL
LAXATIVE ANTIKAMNIA
LAXATIVE ANTIKAMNIA & QUININE

TABLETS

MADE ONLY BY
THE ANTIKAMNIA CHEMICAL COMPANY, ST. LOUIS, U. S. A.

No Fumes or other Inconvenience

THE DEODORIZING DISINFECTANT

Absolutely Odorless! **Non Poisonous!**

The "Rapid Cleaning Cartridge"

When the Rapid Cleaning Cartridge (Powder) is brought in contact with moisture or water different chemical processes take place which act in a deadly manner on all **BACTERIA** and organic formations.

The "R. C. C." eliminates all foul odors; leaves none of its own.

Put up in Packages. **Retail at 25c.**

ONE PACKAGE MAKES 5 TO 10 GALLONS SOLUTION

AGENTS WANTED EVERYWHERE

MEADOW ST., FORT BOMBAY, 24th FEB. 1899

D. FERNANDEZ & Co.
CHEMISTS, Es'T. 1870

I have tried the samples of R. C. C. you sent us, in three places: after five minutes I found 75% of the matter was disinfected. I then allowed it to stand for half an hour, I then found 90% was disinfected, with kind regards. Yours sincerely

D. FERNANDEZ Co., New York, N.Y.

Original at office of R. C. C. Wk's. 1996 Belmont Ave.

The R.C.C. was used exclusively at the Thyphoid Epidemic at Stamford, Conn., U.S.A., in 1895.

Sole Canadian Distributant

OTTO T. E. VEIT

28-30 Wellington St., West Toronto, Ont.

WILLIAM E. BOON,
612-613 Lindsay Building - Montreal
Sole Selling Agent for Province of Quebec

Quality - Profit - Identity

Quality counts, but quality combined with profit counts still more to the retailer. Without quality no article can be permanently popular and even then unless the other essential, profit, is present, no one feels encouraged to push its sale, for druggists, like the rest of humanity, do not pose entirely as public philanthropists.

The other important factor from a druggist's standpoint is to make his name a household word in his locality and in order that he may accomplish this, all preparations of well known merit should bear his imprint, thereby preserving the identity of himself and that of his store, and by this means advertise the business for which he has so long and faithfully labored.

THE TORONTO PHARMACAL COMPANY, LIMITED

TORONTO - - MONTREAL - - WINNIPEG.

FARMER'S "BAITED" RAT PASTE

The most reliable and safest RAT POISON which has yet been introduced. Destroys Beetles, Crickets, Mice, Cockroaches and all vermin.

It is put up in COLLAPSIBLE TUBES selling at fifteen and twenty-five cents each. Prices to the trade 80 cents and $1.50 per dozen. Order from your jobber, or direct from the sole agents,

THE SUNDRIES IMPORT COMPANY

1 Augusta Ave., Toronto, Canada

The further that sign shows the more people it will bring into the store.

Post card albums have a steady sale but need not be stocked in very large quantity or variety. A dozen 10-cent ones, as many 25-cent ones, and a few to retail for 35 cents, 50 cents and 75 cents will make a stock.

The fact that many other stores in your vicinity sell post cards need not deter you from stocking them. There is room for everybody in this line and you might as well have your share of the profits and the benefit of the people it will bring in.

CIGARS IN DRUG STORES.

To-day cigars are a very important article of merchandise in many drug stores, and for the amount of capital invested, space occupied, time taken, and work done, druggists are well repaid for pushing the sale of cigars.

It requires very little wrapping, practically no delivering, no dead stock, and sales are most always cash and very little time is consumed in handling the trade. These are at least a few good reasons why it is often profitable for the retail druggist to handle cigars as a side line.

A cigar business can be built up in drug stores by keeping a choice line of goods and a good assortment and in perhaps a better condition than the nearby competitor. The display of a sign that the druggist makes a specialty of selling cigars by the box is often a valuable help in increasing the sales over the cigar counter.

It is undoubtedly true that the drug stores of to-day have a better hold on the smoking public than several years ago, and this must be ascribed to their own energy. This in spite of the fact that the average drug store does not give the cigar case the attention it deserves, for only too many of them seem to think that the department will run itself. And so it will practically, but certainly not as well as if the same attention were given it as would be given to the prescription department in any well regulated establishment.

During the months of the year when artificial heat is required in the stores is the time when cigars need special attention to keep them from drying out. This is essential. Still another important point is to have a show case that is as nearly air-tight as possible, and the next point is to keep a liberal supply of water in the case, and the more nearly air-tight the case, the less water there will be needed.

A simple, cheap, clean and good way to obtain good results is to have shallow zinc pans about the size of a caramel pan, perhaps a little deeper, with strips of wood or metal running crosswise, so the cigar boxes can rest on them, or better still have a false bottom made of strips of wood running crosswise, leaving a space about two or three inches to allow pans to be put underneath; or another plan, have narrow zinc pans about three inches deep, and three inches in diameter, and as long as required, to be placed underneath the lids of open cigar boxes in the case.

This pan arrangement works automatically, for the reason that the more heat the more evaporation of water, naturally, and this counteracts the effect of the heat. During the night, if the show cases are air-tight, or nearly so, it is not a bad plan to open one or two doors about two or three inches to give ventilation, and which also keeps the goods from becoming too moist.

In cases where stores are heated by steam, usually more moisture is required, and it might be well to add a mostening device that hangs in the top of the case. There are several styles now in the market, which it is averred fill every requirement.

One of the main points to work for, says a writer in the Tobacco World, is a reputation for having the best, largest and best kept lines of cigars in the neighborhood, as most every druggist has from fifteen to twenty small dealers in the neighborhood.

By handling the lines from reputable houses the druggist will gain a good reputation. Usually cigars that are sold at a cut rate are not worth showcase room to the retail druggist. Better keep them out of sight and sell them only when they are actually called for.

Many of the successful drug store stands do not make a specialty of handling advertised brands, but endeavor to place before their trade goods under their own brands, and thus build up an individual trade. A good advertisement for the retail druggist is always the pleased customer and then it matters not if you have sold him a cigar that is well advertised or one of your own brands.

THE OPTIMIST.

A happy chap with a clear, bright eye, and a face that's a joy to see;
A slap on the back and a merry crack of a bit of repartee;
He's never a word that will hurt a soul, and he does the best he can,
As he's going along on his own bright way, at helping the other man.

He laughs and sings through the livelong day: at night he sleeps like a top:
And he sows his seed with a certainty of reaping a bumper crop.
O, the Optimist is the salt of the earth, though he leap to mad extremes:
Let us clink and drink to the Optimist! Long life and pleasant dreams!

--St. Paul Dispatch.

A good advertisement should combine optimism, cheerfulness and enthusiasm.

CHARGED WITH SUBSTITUTION.

A charge of obtaining money under false pretenses by handing out a substitute for Pepto Mangan is made against the John T. Lyon Co., druggists, of Montreal. It appears that the Inspector for the Federal Government, on asking for Pepto Mangan was handed out a bottle of Pasteur's Pepto Mangan.

The Lyon's cut-rate drug store, it appears, had advertised Pepto Mangan to be sold at 49 cents a bottle, and after the purchase of the bottle this action was taken in order to prevent further sales of the substitute.

Several employees of the establishment testified as to the sale of the substituted preparation, and thought it was part of their duty to do so, when Pepto Mangan was called for, the name not being specified, and Pasteur's Pepto Mangan being kept by the firm, and they claimed this was the article which was advertised.

Amongst the representatives of manufacturing chemists called by the prosecutors were Mr. J. J. Swift, of Parke, Davis & Co., who said that Pepto Mangan was an old reliable preparation, and the only Pepto Mangan he knew was Gude's. His firm (P. D. & Co.) put up a preparation called Parke Davis & Co.'s Iron and Peptonate of Manganese.

Mr. Montgomery, representing H. K. Wampole & Co., said although he knew nothing about the formula of Pepto Mangan, yet in filling a prescription of that preparation he would certainly use Gude's.

For the defence, Mr. Herbert H. Lyons stated that he had given no instructions to sell the alleged "substitute." That he had been in the drug business for twenty years and that he knew that many doctors were lax in writing their prescriptions. Several other physicians were called for the defence, amongst them Drs. Hervieux, Beaugard, Lachapelle, Mercier, Berthieaur, who are reported to have said that in their opinion there were many combinations of iron and manganese peptonate that were recognized amongst the profession as Pepto Mangan or a form of it. They also stated that Gude's was the only combination they knew of called by the name of Pepto Mangan.

Comparative analysis of Pasteur's solution and of Gude's Pepto Mangan were submitted by Dr. Milton L. Hersey, city analyst, and Mr. G. H. Wildman.

U. S. OFFICER ALLEGED SELLER OF COCAINE.

A sensational move by the Pennsylvania State Pharmaceutical Board, which is carrying on a crusade against the illegal sale of cocaine in this city, was made April 8th, when Benjamin P. Ashmead, United States government inspector of drugs for the port of Philadelphia, was arrested on a warrant charging him with being engaged in the traffic.

Dr. Christopher Koch of the State board, who is directing the crusade, said that it was possible for Ashmead to obtain cocaine at $3 an ounce and sell it to peddlers at $8 an ounce. These peddlers, Dr. Koch said, in turn sold the cocaine in small quantities to users of the drug at a profit of between $25 and $30 and sometimes $40 an ounce.

PHARMACISTS IN TURKEY.

U. S. Consul-General Edward H. Ozmun, of Constantinople, furnishes the following information concerning the condition of pharmacies in the Ottoman Empire:

There are in Constantinople some 400 pharmacies to an estimated population of 1,125,000 inhabitants. While this averages one pharmacy to each 2,500 inhabitants, certain conditions, which also obtain in every important city in the Empire, must not be overlooked, viz., the native element, and more especially the poorer classes rarely, if ever, have recourse to a pharmacy, owing, first, to the blessing of more than average good health, and to the further fact that family remedies, in the shape of embrocation of oil, tallow candle plasters, linseed poultices, or infusions of camomile or linden, which are used to an almost incredible degree, are to be obtained from any native grocery or dry goods store. In the case of serious illness or utter collapse this portion of the population would become inmates of one of the charitable hospitals provided for them by the municipal authorities and the various religious institutions. For this reason the profession of a pharmacist in the great majority of cases is a very precarious one, indeed, and the few leading pharmacies rely almost entirely upon the educated and better class natives and foreign element of the population.

It is difficult to give an idea of the number of prescriptions prepared by an average pharmacy in a day; several of the most important pharmacies in the foreign residential quarter of the city prepare 80 to 120 prescriptions per day; one or two only in the business part of the city prepare 40 to 50; a very few in the outskirts over 10 and the remainder well under 10. The principal pharmacies depend upon their prescription business for their returns.

There is considerable difficulty in obtaining good clerks, there being no establishment for their training, and the position offering little inducement. Their salary depends, of course, upon their capacity and upon the importance of the pharmacy, but it is very small.

When climbing the hill of prosperity may you never meet a non-advertiser coming down.

Be truthful, definite and forceful. These are the ruling qualities of all good advertising.

A great amount of advertising fails because it tells of impossibilities. Honesty is the one policy.

The Pure Food Law
prohibits the sale of any
but strictly pure

Special Prices when ordered in bulk packages.

EXTRACT
. VANILLA .

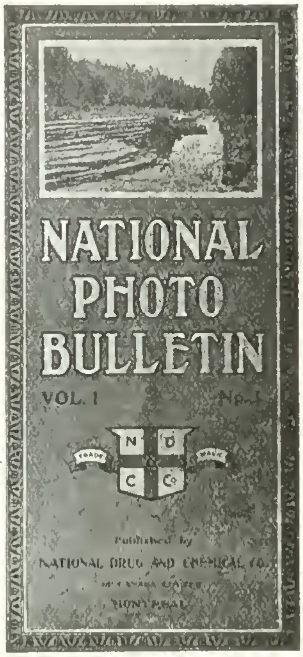
WYETH'S represents the True Flavor
of choice Vanilla Beans

FREE FROM ANY ADULTERANT

PURE AND WHOLESOME

* * *

JNO. WYETH & BROTHER
INCORPORATED
Philadelphia, Pa.



The National Photo Bulletin

will sell Photographic Goods for you

If you are handling our photographic goods, and will send us a list of names of those interested in photography in your town or district, we will each month mail to them free of charge a copy of our Photo Bulletin. The Bulletin is crammed full of useful information for photographers, including descriptions of the latest applications and methods. With the first copy we will send a letter stating that the Bulletin is sent at your request and that you will be pleased to show any of the articles described on it.

Send in your list at once then note how your sales of photographic goods increase.

National Drug and Chemical Company
of Canada, Limited
Montreal

Mr. Retail Druggist:

Standing Bonus Offer for 1910. Your Profit on our Goods 75%

We will always protect you. We want your co-operation. We are the only Patent Medicine Company in the world who create a demand for our goods and allow the Retailer to make 75 per cent. profit. Advertisements in all the leading Canadian papers are sure to move the goods.

ALL OTHER OFFERS VOID AFTER DECEMBER 31st, 1909.

First Offer **THIS IS IT** ***Second Offer***

Your investment of $17.00 for 1 doz. Dr. Martel's Female Pills brings back to you:

1 doz. Pills	$24 00
1 doz. Dr. Martel's Soap	3 00
96 oz. best assorted Herbs	4 80
	$31 80
Cost you	17 00
Your NET profit (on 1 doz.)	$14 80

Your investment of $8.50 for ½ doz. Dr. Martel's Female Pills brings back to you:

½ doz. Pills	$12 00
⅓ Soap	1 00
48 oz. Herbs	2 40
	$15 40
Cost you	8 50
Your net profit on ½ doz	$6 90

USE THIS SLIP. SEND IT TO YOUR JOBBER.

NAME .... QUANTITY ....

TOWN .... JOBBER ....

KNICKERBOCKER REMEDY COMPANY, 36 East 23rd Street, NEW YORK.
Sole distributors various Dr. Martel Remedies.

Formulary

Mosquito Repellant.

Oil eucalyptus	
Oil citronella	
Oil lavender, of each	2 drams
Oil pennyroyal	1 dram
Wood alcohol, to make	1 pint

Color any desired shade. Coal oil is often used instead of the alcohol.

For Insect Bites.

Menthol	30 grains
Alcohol	1 ounce

Dissolve, apply.

Ammonia neutralizes the poison of insect bites, if applied at once. It may be colored and perfumed.

Ant Destroyer.

Resin	1 ounce
Carbon disulphide	1 pint

Dissolve, pour into hills and ignite. Caution against fire, etc.

Perspiration Lotions.

Solution of formaldehyde	3 drams
Rose water, enough to make	8 ounces

To be applied morning and evening and allowed to dry on.

Borie acid	35 grains
Solution of formaldehyde	20 minims
Alcohol	2 drams
Rose water	2 ounces
Water, enough to make	8 ounces
Boric acid	2 drams
Distilled extract of witch hazel	4 ounces
Rose water	4 ounces

Use externally.

A Perspiration Paste.

Powdered starch	1 pound
Salicylic acid	150 grains
Mucilage of tragacanth	enough.

Marienbad Tea.

The Pharmaceutische Zeitung gives the following for this popular Austrian preparation:

Senna leaves	50 parts
Manna	100 parts
Mallow flowers	12.5 parts
Polypodium root	12.5 parts
Licorice root	12.5 parts
Cut figs	20 parts
White sugar, cut	20 parts

Mix.

Another formula is:

Licorice root, crushed	62 parts
Manna	50 parts
Mallow flowers	62 parts
Cut senna leaves	500 parts
Polypodium root	62 parts
White sugar	125 parts

Mix.

—Nat. Druggist.

VETERINARY FORMULAS.

Spavin Cure.

1.—	Camphor	4 ounces
	Oil of Turpentine	6 ounces
	Oil of Wormwood	2 ounces
	Tincture of iodine	4 ounces
	Corrosive mercuric chloride	30 grains
	Mix and dissolve.	
2.—	Turpentine	4 fluidounces
	Alcohol	8 fluidounces
	Camphor	960 grains
	Iodine	100 grains
	Petroleum oil (heavy)	2 fluidrachms
	Oil of rosemary	4 fluidrachms

In the Missouri Valley Veterinary Bulletin was found the following paragraph under the title "Useful Now and Then":

Crystal of iodine, 1 dram; as much ether as is necessary to dissolve. This solution added to an equal quantity of flexible collodion makes an irritant that will often induce the resorption of carneous or osseous enlargements when all other means have failed. Shave off the hair and apply with a small brush, allowing to dry as applied; nothing else equal to it for sealing up an open but non- or only slightly-infected joint. It stops the flow of synovia and is a counter irritant.

Coal Tar Dip for Sheep.

Crude carbolic acid	1 pint
Soap	1 pound
Water	50 gallons

Dissolve the soap in a gallon or more of boiling water and stir thoroughly. Finally add the remainder of the water.

Antiseptic Oil.

4% solution carbolic acid in liquid petrolatum; might add a little camphor.

Antiseptic Dusting Powders.

1—	Camphor	1	part
	Carbolic acid (crystal)	2	parts
	Dried alum	47	parts
2—	Borax	3	oz.
	Dried alum	3	oz.
	Thymol	22	grs.
	Eucalyptol	20	drops
	Menthol	1½	grs
	Carbolic acid	15	grs.
	Oil gaultheria	4	drops
	Carmine to color.		

Distemper in Dogs.

℞—	Balsam of sulphur	2 ounces
	Ol. terebinth	2 drachms

Ol. sassafras	1 ounce
Ol. lini	5 ounces

Mosquito Oil.

An effective mosquito oil for keeping flies and mosquitoes off horses is the following:

Carbolic acid	2 fluidounces
Oil of pennyroyal	4 fluidounces
Spirit of camphor	4 fluidounces
Oil of tar	8 fluidounces
Glycerin	1 fluidounces
Lard oil	8 fluidounces

Caustic Liniment.

Sulphuric acid	1 oz. av.
Croton oil	1 fl. oz.
Corrosive mercuric chloride	60 grains
Oil of turpentine	6 fl. ozs.
Camphor	½ oz. av.
Cottonseed oil	8 fl. ozs.

Mix the oils of turpentine and croton, add the corrosive sublimate in fine powder and the camphor, and dissolve; then add, a little at a time, the sulphuric acid, taking care that the mixture does not become too hot and, when all has been added and the mixture has become cool, add the cottonseed oil, and mix them thoroughly.

This is used for sprains, ringbones, strains, swellings, puffs, etc.

Sticky Bands for Caterpillars.

1. Thus, 20; rosin, 100; turpentine, 14; liquid tar, 8; lard, 50; rape oil, 24; tallow, 20.

2. Rosin, 5; lard, 4; stearin oil, 4.

3. Rosin, 3; rape oil, 4; lard, 2; soft soap, 1; wood tar, 10.

These mixtures are applied in bands to the stems of fruit trees as a protection against wingless female winter moths and other insect pests. They are usually applied on strips of brown or waterproof paper. —Phar. Zeitung.

Sheep Dip—Kerosene Soap Dip.

Soap	1 pound
Water	1 gallon
Kerosene	2 gallons

Bring the water to a boil and dissolve the soap in it; then add the kerosene and churn until emulsified. Use 1 gallon of this emulsion to eight gallons of water.

Texas Tobacco Dip.

Tobacco	30 pounds
Sulphur	7 pounds
Concentrated lye	3 pounds
Water	100 gallons

Steep the tobacco in three successive portions of water, expressing each time; then add the other ingredients to the liquor and stir while in use.

Removing Pyrogallol Stains.

A solution of 50 gms. of sodium sulphate and 23 gms. of calcium chloride in 50 mils of water is said to be successful in removing pyrogallol stains from the fingers.—Pharm. Zentr.

Stationery

PROFITS IN WALL PAPER.

Too many merchants stick to the old way of selling wall paper and when the end of the year comes they wonder why the department has not paid as it should. Too much stock on hand and not enough sales is the kick registered.

But just think and figure a little, says an observer. How much attention did you give this department? Perhaps you only said in your ad. that Jones sells the best wall paper in town, and expect that to make this department pay.

Why did you not describe the wall paper and use a cut or two to illustrate it and then tell something about the price? Maybe you wonder why many of your customers are shipping in their wall paper from the large mail order house and not patronizing this department as they should or rather as you would like them to.

Did it ever appeal to you that sending out samples and getting after the customer was a great way of selling wall paper? It's just this way the catalogue house gets them. Try it; it's not very expensive.

Cut off a piece from each new kind that arrives. Cut them in squares, and on the back of each stamp with a rubber stamp the price per roll and price for border and ceiling. Staple the sample together, one of each kind, in little bundles, and mail each little bunch of samples with a letter which you can have printed in typewriter type by your printer, stating in your letter that you are inclosing some very snappy patterns in new wall paper which have just arrived for this spring's selling and that the price will be found on the back of each sample; also that you would appreciate a chance to show this wall paper from the roll.

Send these letters and samples out early. I think February or early March are good months to send these out, so that the lady of the house will have some time to ponder over them before she is ready to purchase. Perhaps you will not notice the results at once, but you will find it pays. It pays the catalogue house. Why not you?

This department should pay as well as any department in the store as there is not a spring without house-cleaning time and few cleaning times without new wall paper to brighten up the dingy spots.—By J. F. Ayres, Greenleaf, Kansas, in Western Druggist.

Give some people their pick and they'll pick flaws every time.

The fickleness of fortune is only equalled by the faithfulness of misfortune.

THE EUREKA OINTMENT POT

REDUCTION IN PRICE

Is now well known and is one of the most popular jars on the market. We formerly made it only in Flint, Amber and Emerald Green. We now furnish it in Opal as well, in the dispensing sizes, ½ oz. to 4 oz. sizes.

EUREKA OINTMENT POT LIST

Size	Per Gross	Original Packages
¼ Oz	$5.[illegible]	5 Gross
½ "	6.[illegible]	[illegible]
1 "	[illegible]	[illegible]
2 "	[illegible]	[illegible]
3 "	12.[illegible]	[illegible]
4 "	[illegible]	2 "
6 "	21.00	[illegible]
8 "	[illegible]	1
16 "	30.[illegible]	1

FOR SALE BY JOBBERS DISCOUNT TO THE TRADE 60 PER CENT.

T. C. WHEATON CO. **MILLVILLE, N.J., U.S.A.**

EXPERT BOTTLE BLOWERS

PHARMACY, HIGHLAND PARK COLLEGE DES MOINES, IOWA.

RESIDENT COURSES I. Regular Ph. G. Course.
II. Special Course to prepare students for examination before State Boards. The largest and best equipped College of Pharmacy in the United States. School the entire year. Students present from almost every State in the Union. Expenses very reasonable.

The best Correspondence Course in Pharmacy before the public. The **CORRESPONDENCE COURSE** Course is complete in every detail, but easy to master. Students enrolled in all parts of the United States. We can prepare you for your examination before any State Board of Examiners. Send for free catalogue. Mention course in which you are interested. Address:

HIGHLAND PARK COLLEGE OF PHARMACY, DES MOINES, IOWA.

The Largest Import House in Holland in Patent Specialties

Firma, van Dijk van Laethem

DEN HAAG LEIDEN AMSTERDAM

Head Office: Den Haag, Holland.

A B C Code, 4th Edition used

Willing to place all new Medical Specialties on the Market

Illustrated Post Cards

Brown, Black and Colored
Birthday, Comic, Etc.

Please send five dollars for the newest and finest German novelties at wholesale rates.

Established 1895

VERLAG ANT. GERSTENKORN
HAMBURG

View Post Cards

printed after your own potos by
the Graphic Art Works
Markert & Sohn, Dresden-A.

Our Specialities are:
Platintype, Double-Collotype,
Double-Tone, Colored Collotype,
Handtinted. Albums and Booklets.

Wholesalers and Publishers please apply for free samples and prices.

THE "OLD RELIABLE"
PLANTEN'S
C & C
OR
BLACK
CAPSULES
POPULAR SINCE 1836

The formula of our late Mr. H. Planten.

H. PLANTEN & SON

93 HENRY ST. Established 1836 BROOKLYN, N.Y.
"The Pioneer American Capsule House."

E. MORRIS & CO.

(Wholesale)

STATIONERY
SCHOOL SUPPLIES
POSTCARDS

LOCAL VIEW POSTCARDS

We have the exclusive handling of the Products of Three of the leading German Postcard Factories — Specialists in their own particular style of card.

CHROMOTYPE BLACK and WHITE
HAND-COLORED SEPIA—BROWN
MARINE BLUE

PRICES FROM $4.50 m.

Write for samples, which will convince you that we are showing HIGH GRADE cards only.

VANCOUVER, B. C.

Exercise, Scribbling and Pen and Pencil Books

Our NEW lines are now ready

12 of the Brightest and Best Covers ever issued with some 50 other lines of Lithographed covers to choose from. Write us for prices.

E. H. HARCOURT CO., Limited

Publishers of the—

Ontario Copy Books
Ontario Writing Course
Ontario Blank Copy Book
Quebec Copy Books
New Brunswick Copy Books

TORONTO - - Ontario

THE VALENTINE & SONS

UNITED PUBLISHING COMPANY

LIMITED

TORONTO MONTREAL

Our travellers are now on the road with a very large line of Xmas goods, which include :

Xmas Postcards
Xmas Booklets
Xmas Booklet Calendars
General Line of Calendars
Children's Toy Books
Books for Young People

as well as our famous series of Scotch, Irish and Welsh Song Books in various bindings, made up specially for the Xmas Trade.

Last, but most important, are our local view booklets and calendars. These are in a class by themselves, and nothing approaching them has ever been shown. The booklets are principally 5c and 10c lines, so there will be no question as to their popularity, and where they have been shown, large orders have been secured.

We would, therefore, beg you to hold over ordering until you have seen our lines. You will agree with us, when you see them, it has been worth your while waiting. Should our traveller not call on you in the near future, write us.

Samples of fancy holiday goods for next season are now being shown by Buntin Gillies & Company, Limited, Hamilton. A few of the papeterie boxes are illustrated here. The complete range includes Stationery Boxes and Cabinets, Greeting Cards and Folders, Post Cards, Calendars, and Calendar Pads, Christmas Tags, Seals and Labels, and all other holiday requisites.

FOR THE DRUGGIST-STATIONER.

Messrs. E. H. Harcourt & Son, of Toronto, publishers of the well-known exercise and scribbling books, have made still further efforts to live up to the enviable reputation they have acquired. Acting upon the assumption that the childrenl should be catered to, as the ultimate possessors of the books, they have for this year issued a series of designs for covers that will undobtedly be endorsed by both teachers and parents. As an innovation, last season two designs entitled Kitty and Towser (cat and dog) were introduced and their tremendous sale has led to the present series of twelve in particular, with forty others of various nature being placed upon the market. They are as follows: Two from nature, Apple Blossoms and Pansies, exceedingly dainty designs; two Scotch plaids, the Annie Laurie and Bonnie Dundee, correct representations of the real tartans, Lindsay and MacIntyre, which should appeal to those of that robust nationality. In animal life the Collie, a Spaniel, Black Cat and a Tabby are all illustrated from actual photographs of prize animals. Bird life is represented by the Blue Bird, the Oriole, a Bobolink and a Cardinal. Messrs Harcourt went to great expense to have these designs prepared by well known artists who have excelled themselves, and their production by lithograph in three, four and five colors is eminently successful. Present indications show that an immense demand will be made upon the stock from reports to hand from their travellers, showing that the trade undoubtedly appreciate efforts made to issue something distinctive and artistic, and, what is even more important to the juvenile mind, instructive.

VISE CLIP.

The latest paper clip on the market is the Vise Clip, for which Buntin Gillies & Co., Limited, are the Canadian agents. The Vise clip is made from solid steel, nickel finish, and has no equal as a temporary or permanent paper clip. It holds like a vise from two to sixty papers, gripping both ways—lengthwise and sideways. It does not mutilate the papers; no points to catch; easy to put on and take off. Send for samples and prices.

COCA COLA.

We are in receipt of a booklet dealing with the false impressions which have been made in some cases in reference to the popular beverage, Coca Cola. The booklet is not written as a defence, but with the understanding of bringing out mainly the fact that Coca Cola is not an alcoholic preparation. The fact that alcohol is present only in an inappreciable quantity, as is testified by the chief of the Bureau of Chemistry of the United States' Agricultural Department, and also that the beverage contains no trace of any harmful drug, its stimulating effects being due to the presence of caffeine, of which there is to be found only one-half as much in a glass of Coca Cola as in an ordinary cup of coffee.

The booklet, which is admirably gotten up, is well adapted to further the sale of Coca Cola, and is a credit to the publishers, the D'Arcy Advtg. Co., of St. Louis.

NO MORE PRICE CUTTING.

Nature's Remedy (NR tablets) is now sold on an efficient price-protection plan which deserves the co-operation and support of all druggists.

To better protect prices, the makers have discontinued selling Nature's Remedy through jobbers, and now ship all orders prepaid direct.

You should write to the **A. H. Lewis Medicine Co.**, of Smith's Falls, Ont., for a FREE box of Nature's Remedy for personal use and get their special proposition, which we understand is very attractive.

Some important changes have taken place in the village of Baldur, Manitoba. The Government Telephone Commission has taken over the management of the Central, making Baldur a first class office, with commodious apartments over Dr. Cleghorn's drug store. The entrance will be by the side door on Main street.

Oil of citronella is as valuable a moth preventive as camphor or moth balls.

Sodium thiosulphate in solution will restore tarnished silver, which afterward may be polished with chalk.

Ammonia will clean glassware better than soap.

ADVICE TO 1910 O. C. P. GRADUATES.

If you are thinking of going into business for yourselves, the **Beaver Flint Glass Co., Limited,** of Toronto, are the people to see about your Glassware. Don't forget their motto is "Everything in Druggist Glassware" and live up to it.

First Druggist—Do you have trouble with your Prescription Bottles?

Second Druggist—No, I can't say I do.

First Druggist—Is that so! Who do you buy from?

Second Druggist—Why, the Beaver Flint Glass Co. in Toronto.

ONTARIO COLLEGE OF PHARMACY.

Amongst the visitors at the Ontario College of Pharmacy during the last few weeks were D. J. Watson, Stayner, Ont.; Victori A. Smith, Islander of Granada; A. D. Ormiston, Havelock; T. J. Ruddy, Arkona; E. C. McNally, Niagara Falls; Mr. and Mrs. Fred. Olivier, Ottawa, former graduate of the O. C. P.

SODA FOUNTAINS.

The attention of our readers is called to the advertisement of the old established firm of Geo. Sparrow & Co., of 118 King St. E., Toronto, which appears in this issue. This firm is in a position to supply at the lowest prices every requisite of the soda water dispenser, Fountains, Freezers, Cylinders, etc. Write them for catalogue and prices.

The many friends of Mr. W. A. Karn, of Woodstock, Ont., will regret to learn that although his health has improved somewhat, there is no decided change for the better. The "Canadian Druggist," together with his confreres in the drug trade, wish for him a speedy recovery.

It is reported that the city of Stockholm, Sweden, is about to establish a municipal drug store, which, it is estimated, will save the taxpayers about $27,000 a year. The apothecary shops in Sweden are monopolies, and the prices they charge for medicines are higher than the people think they should in justice be compelled to pay. Hence the innovation decided upon by the authorities, which, they, hope, will result in more moderate charges.

All the world's a stage upon which most of us make a show of ourselves sooner or later.

The only difference between an old fool and a young fool is that he has had more practice.

You may have observed that the man who boasts that he can drink or let it alone usually drinks.

The man who gets the short end of a law suit is willing to bet that the scales have been tampered with.

SANITOL

TOOTH AND TOILET PREPARATIONS ARE A PROFITABLE INVESTMENT

WHY ?

Because manufactured as a specialty from only the highest QUALITY of ingredients in the worlds markets, and put up under the careful supervision of Chemists trained as specialists in this one exclusive class of work, makes their superior QUALITY essential to having regular, pleased and satisfied customers. Just that vital element that your patrons look for from you.

SANITOL VOILET ELITE TALCUM POWDER is the latest addition to the family, containing the purest Italian Talc with an exclusive violet odor. Put up in an attractive new package with patent brass sifter, and showing "The SANITOL GIRL" head in attractive design. Just fills the want for "something new" in a perfect Talcum powder for your summer trade.

Attention is specially called to,—

SANITOL TOOTH POWDER—The standard dentrifice of Quality.
SANITOL TOOTH PASTE—Pure white—No coloring matter.
SANITOL FACE CREAM—The only perfect greaseless, disappearing cream.
TOOTH AND TOILET PREPARATIONS OUR SPECIALTY—WE MANUFACTURE NOTHING ELSE.

Write for special trade discount on small quantity direct orders. Window display sent to all druggists free of charge.

SANITOL CHEMICAL LABORATORY COMPANY
665 King Street West, Toronto, Ontario

Major's Cement

Oldest and Best

Unexcelled and does all that is claimed for it in mending broken articles of Glass, Bric-a-Brac, Earthenware, etc. Don't incur the displeasure of your customers by invitingly selling them some inferior preparation. Major's Cement has had a successful record of over thirty years which proves its worth.

It retails for **15**c. per bottle.
Your jobber can supply you.

Major's Rubber Cement will mend all articles of rubber; Major's Leather Cement unequalled for repairing articles of leather. They are of the highest grade and sell for the same price, 15c. per bottle.

MAJOR MANUFACTURING COMPANY
461 PEARL STREET NEW YORK CITY

PAP SAG

Tablets

DYSPEPSIA

"The only way to cure a bad case of Dyspepsia is to take one or two Pap-Sag Tablets in a little warm water, after each meal. Not to observe this simple and easy rule is to remain depressed with all kinds of stomach disorders, such as Heartburn, Fetid Breath, Gastritis, Flatulence and Indigestion."

This advertisement will appear in all the papers.

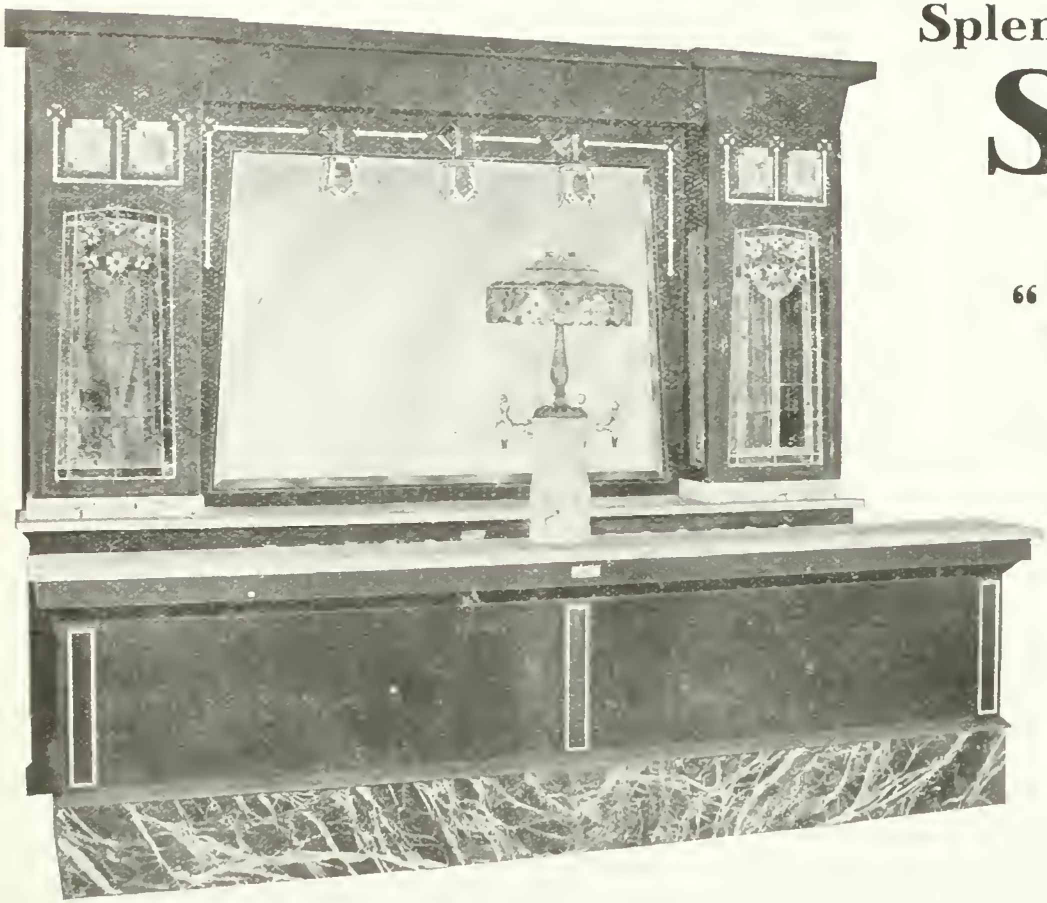
We have no salesman on the road to take up your time.

Druggists will please order from their jobbers or direct at the following prices:

PAP-SAG (Dyspepsia Tablets)

1 Doz	4.50
3 "	4.25
6 "	4.25
12 "	3.75

The Pap Sag Co.
Montreal



Splendid Profits in
Soda Water
especially when you operate a
"Liquid Iceless"
Soda Fountain

The "Liquid Iceless" Soda Fountain has so swept the United States that we are now preparing to enter the Canadian markets.

In the United States soda water may be called the National drink, and there are 50,000 soda fountains in operation in Uncle Sam's domain

Canadian confectioners, druggists, bakers, and proprietors of general merchandise establishments should look into the profits in soda water.

A glass of soda water for which you get 5 cents, costs about 1¼ cents to dispense; a 10-cent drink costs you from 2½ to 3 cents, and it is all **cash** business. Not only this, but it will bring you a great crowd of new trade that never entered your store before.

Immediate Shipment of "Stock" Fountains Promised

We have on hand a handsome line of stock fountains, built many at a time during the dull season, at about half cost of the same fountains if built special.

This is why we can offer you beautiful "Liquid Iceless" fountains, sanitary in every detail and highly perfected, as low as **$400** and up, f. o. b. Chicago factory.

What is the "Liquid Iceless"?

By "Iceless" we do not mean a fountain that requires no ice, but this term is being used in the United States to indicate a fountain which requires no ice for icing the soda water coolers or for refrigerating the fountain, all this refrigeration being done by the salted ice packed around the ice cream cans.

The working parts of the "Liquid Iceless" Soda Fountain are built wholly of marble and metal, with cork insulation between. It is wholly sanitary, containing absolutely nothing that can absorb moisture or harbor decay of any kind.

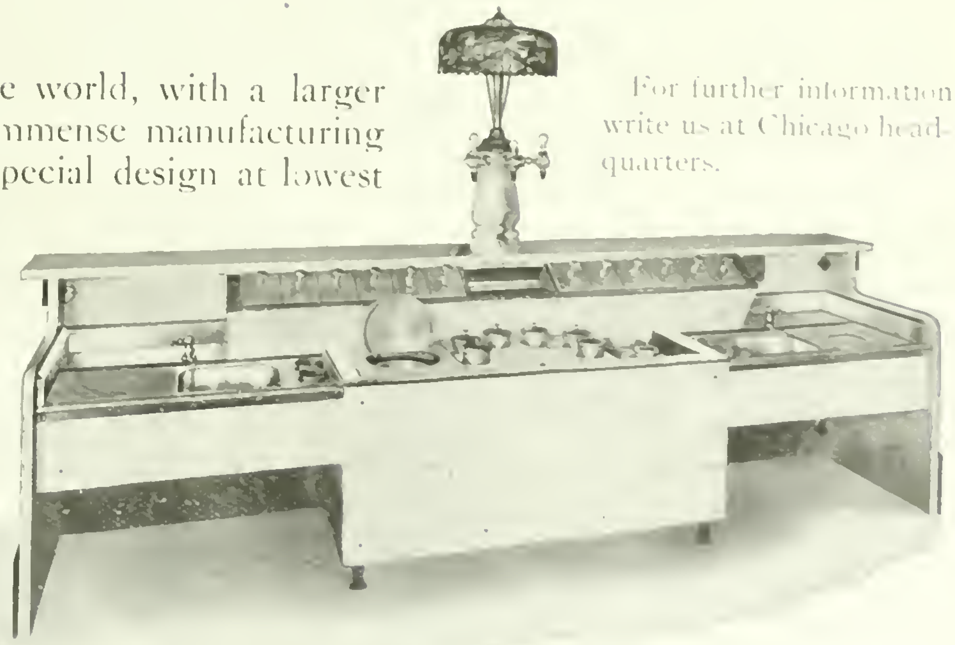
Outfits for $150.00

We also offer thoroughly practical soda water apparatus (not the iceless type) as low as $150, f. o. b. Chicago.

Special Fountains

We operate the largest soda fountain factory in the world, with a larger output than any other two firms combined, and our immense manufacturing facilities permits us to execute orders for fountains of special design at lowest prices, and in less time than any other house in the business can do it.

Use the coupon.



For further information write us at Chicago headquarters.

The Liquid Carbonic Company
Chicago, Ill., U. S. A.

Gentlemen: Please send further information about soda water dispensing, and give an estimate on the cost of a..............................fountain to occupy about........ft. x........ft. floor space.

Name

Town Province

Can. Drug., Apr. 10

The Liquid Carbonic Company
430-450 Wells Street, Chicago

A GREAT DENTIFRICE INDUSTRY.

If we use any preparation for external use reguuarly as, for instance, soap, it is our business to find out if this preparation be really suitable for the purpose for which it is intended.

How much more important is this in the case of a mouth-wash which is daily put into the mouth? We must have the best or none.

Until quite lately the preparation of mouth-washes lay entirely in the hands of the purveyors of perfumery. Science paid no attention, or very little, to preparations intended for purifying the mouth. The opinion was current that a little tooth-soap or a few drops of eau de Cologne, or of any other perfume in water, sufficed for the care of the teeth. But at the same time important studies and investigations were being pursued, the result of which was to establish the following facts:—

(a) Impurity of the oral cavity can induce the most serious disorders.

(b) Care of the teeth attains its object only when a toothbrush is used, **and a properly prepared antiseptic mouth-wash.**

(c) It is a most difficult matter to make a mouth-wash which will satisfy all the requirements of science.

The requirements with which a good mouth-wash must comply are the following:

(1) It must not attack the teeth,
(2) Nor be injurious to the mucous membrane; it must be
(3) Sufficiently antiseptic, and have
(4) A pleasant taste and aroma.

The greater number of chemical (antiseptic) substances which have been hitherto employed in the preparation of mouth-washes must be at once excluded as unsuitable since the results of experiments have proved that they either attack the substance of the teeth and deprive them of their lime (as do antiseptic acids, sublimate and others), or else are seriously dangerous to the mucous membrane of the mouth—as are permanganate of potash, formalin, peroxide of hydrogen, tannin, and soap, which last is contained in all tooth-pastes. Injury to the delicate mucous membrane of the mouth is more deleterious even than injury of the teeth. No other mouth-wash has stood such serious testing as Odol. The concensus of opinion of the highest specialists has declared that Odol complies with all four of the requirements above mentioned, and that it must consequently be described as the absolutely best of all mouth-washes at present known.

The demands of science with regard to the care of mouth and teeth in general in the manufacture of liquid dentifrices are numerous and of great importance.

One of our greatest specialists on hygiene says that "the manufacture of a harmless mouth-wash possessing antiseptic qualities is attended with the utmost difficulties." It may be gathered how much study and research were necessary in order to prepare a mouth-wash that should meet all the demands of science; and what minute and never-ending oversight is necessary to maintain the high standard of such a preparation! For this only great wholesale enterprises are fitted. Only a great industry with its large and rapid output is in the position to maintain the expensive arrangements for scientific superintendence, to maintain the finest volatile oils without loss from evaporating, the finest alcohols always in perfect condition, and to have a suitable cellarage accommodation.

In this respect no factory for the manufacture of dentifrices can in the least compare with the large Odol Chemical Works. This factory is not only by far the largest establishment of the kind in the world, it is also the only one which possesses its own scientific laboratory for chemical and bacteriological research.

All these particulars are a guarantee to the public that in buying Odol they are buying, at any rate, a really good and carefully prepared article.

So large an enterprise is only possible in the case of a first class article. And indeed this has been repeatedly confirmed by the analysis of various distinguished men.

For example, Professor Stanley Kent, M.A., Director of the Clinical and Bacteriological Research Laboratory of the University College, Bristol, in an article contributed to the Journal of Tropical Medicine, and entitled "The Bacteria of the Mouth, and the Antiseptic Properties of Odol," says:

". . . There is one department of personal hygiene, however, in which but little progress has yet been made. We refer to the hygiene of the mouth, and it is almost certain that the lack of advance in this particular is due to ignorance of the inconvenience which a neglect of the mouth involves.

Unfortunately, scarcely anyone realizes that it is to such neglect that decay of the teeth is largely due—decay which is a source of trouble to almost everyone at some period of their lives. And hence this neglect continues."

". . . As the result of these experiments, we arrived at the conclusion that in the antiseptic mouth-wash known as Odol we have a medium which is neutral, without action either on the teeth on one hand, or on the mucous membrane of the mouth on the other, which has an agreeable taste and smell, and which yet possesses antiseptic powers amply sufficient, when properly used, to render innocuous any organisms found in the mouth, and so to protect the teeth from decay and the gums from disease.

"From a daily use of this solution nothing but good can result, and there could perhaps be no better means of ensuring sound teeth, and consequently comparative freedom from digestive troubles to an

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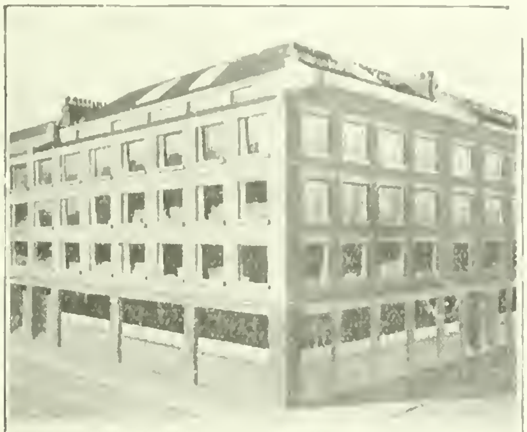
A postal card or letter, addressed to E. MERCK, Darmstadt, will often elicit valuable information, otherwise obtainable only with great trouble.

advanced age, than to insist on a daily, and especially a nightly, use of Odol as a mouth-wash, combined with an efficient use of the tooth-brush for the clearing away of the grosser particles adhering to the teeth."

There is not a civilized country in which Odol is not known as one of the greatest preparations for cleansing and preserving the teeth and mouth in the world, and the millions of bottles of Odol which are sold every year afford an irrefragable proof of the universality of its use, as it is of the favor with which it has been received. These two facts, indeed, speak louder than anything else of the excellence of the preparation, which can only be compared to itself, for it has no parallel.



ODOL CHEMICAL WORKS
59-63. PARK STREET. LONDON S.E.

The accompanying illustration shows the factory of the Odol Chemical Works in London.

BANQUET TO MAJOR SKINNER.

Major Skinner, who has acted as manager of the National Drug Co.'s business at Kingston, Ontario, since the merger, was banquetted by his many compatriots in the drug business on the occasion of his leaving to reside in Montreal, where he has gone to take charge of the perfume department of the National Drug & Chemical Co. in their laboratory in that city.

Mr. Hoag acted as chairman, and in his remarks spoke of the very cordial relations which had always existed between Mr. Skinner and the druggists of Kingston, and while congratulating him on his appointment, he felt that he voiced the wishes of his numerous friends at the regret felt by his departure from among them, and wished him at the same time every success in his new home. Addresses were also given by Mr. N. C. Polson and Mr. Gerow.

Major Skinner has for a long time been connected with the military forces in Kingston, and the officers of the 14th Regt. to which the Major belonged, presented him with a handsome gold watch as a token of their esteem, on his departure from amongst them. The presentation was made by Lt.-Col. Cunningham.

Trade Notes

Ontario.

R. R. Slaven, druggist at Orillia, died recently.

Dr. R. O. Fisher has opened a drug store in Oakville, Ontario.

M. Wigle has purchased the drug business of J. A Wilson, Goderich, Ont.

Curtis & DeFoe are about to open a new drug store at Haileybury, Ont.

S. B. Pretty has purchased the drug business of Chas. Lugsdin, Earlscourt, Ont.

W. R. Wallace has taken over the drug business of Wallace & Co., Pembroke, Ont.

The Strong Drug Co. had its branch drug store at Elk Lake, Ont., destroyed by fire recently.

N.D Lander has taken over the drug business of the Swain Drug Co., 471 Yonge St., Toronto.

Campbell & Murphy have purchased the drug business of the late T. C. Hatton, Owen Sound, Ont.

The Queen City Drug Store, at corner of King and Sackville Sts., Toronto, has discontinued business.

The Bond Bros. Drug Co., Ltd., has been incorporated with head office at Toronto, Ontario. Capital $40,000.

J. C. Hedley has purchased the drug business of A. M. Dowe, cor. Augusta Ave. and St. Patrick St., Toronto.

G. Tamblyn has opened his sixth drug store in Toronto at 563 Bloor St., having taken over the Ferrah Drug Co.

J. Ross Thornton has purchased the business of the Cullen Drug Co., Ltd., cor. Bathurst and Adelaide Sts., Toronto.

C. J. Webster Co., Ltd., of Cobourg, Ontario, has been incorporated as druggists, the following are the directors: Dr. Thos. C. Latt, Wm. J. Maher, Clifford J. Webster. Capital stock, $25,000.

The new town of Porcupine in the mining centre of Ontario has now three drug stores, namely, the Carter and Wright, of Gowganda, branch store; Harkness Drug Co., and James Gordon.

Quebec.

E. A. Ranson, druggist, Lachine, has not given up business, the report that he had done so being incorrect.

The premises now occupied by Mr. J. A. Harte, druggist, cor. St. Catherine and Drummond Sts., Montreal, is, we understand, to be converted into an eight-storey building to be occupied by Messrs. Willis & Co., piano manufacturers.

Alberta.

McDuffe Bros. & Co., Raymond, have dissolved partnership.

E. M. Halliday has opened a new drug store at Edmonton, Alta.

H. S. Purvis has, we are informed given up his drug business at Irma, Alta.

McCutcheon and McGill have opened a branch drug store at Calgary, Alberta.

G. B. Parker has purchased the drug business of Grieve & Co., Red Deer, Alta.

The Campbell Drug Co. have started a drug and stationery business at Ponoka, Alberta.

J. J. Johnson and S. Jackson have formed a partnership, taking over the drug business of Mr. Johnson, Lethbridge, Alberta.

British Columbia.

C. M. Pineo has purchased the branch drug store of W. S. Terry, at Alterni, B.C.

W. Harrison has taken over the drug business of O'Neil & Netherby at Fairview, B.C.

F. D. Keeley, of Prince Rupert, is opening a branch drug store at Stewart City, B.C.

Dr. Kergin is erecting a building to be used as a drug store and private hospital at Stewart City, B.C.

K. A. Margeson has opened a new drug store at the corner of 9th and Vine streets, Vancouver, B.C.

Manitoba.

C. H. Cranston, druggist at Winnipeg, Man., died recently.

H. J. Graham, druggist at Cartwright, Man., has sold his business.

Dr. D. Baldwin has opened a new drug business at Benito, Manitoba.

D. A. Fraser & Co., druggists at Winnipeg, Man., have sold their business.

Baker & Co., druggists at Pipestone, Manitoba, have dissolved partnership.

It is reported that H. J. Graham, druggist at Cartwright, Manitoba, has sold his business.

Dr. Cleghorn has purchased the drug and stationery business of Dr. Tisdale at Baldur, Manitoba.

Thornton Andrews, druggist, of Winnipeg, is opening a branch store on La Portage street in that city.

New Brunswick.

G. H. Bell has purchased the drug business of P. J. Donohoe, St. John, N.B.

Geo. K. Bell has succeeded P. J. Donohue at cor. Charlotte and St. James Sts., St. John, N.B.

Prince Edward Island.

J. E. Dalton has purchased the drug business of J. W. Carruthers, O'Leary, P.E.I.

Saskatchewan.

S. M. Martin has opened a new drug store at Landis, Sask.

S. M. Martin has opened a drug business at Landis, Sask.

Wakelin Bros. have taken over the drug business of O. W. Wakelin, Scott, Sask.

W. R. Evans has taken over the drug business of J. S. Brown, Sutherland, Sask.

Mr. Sweet has purchased the drug business of R. B. Paterson, Yellowgrass, Sask.

Williams & Williams, druggists at Buchanan, Sask., have dissolved partnership.

W. R. Evans has purchased the drug business of J. S. Brown, Sutherland, Sask.

Gordon B. Parker has purchased the drug business of Crieve & Co., at Red Deer, Sask.

R. Black has taken over the drug business of Bethel, Travis & Black at Biggar, Sask.

R. Black has purchased the drug business of Bethel, Travisse & Black, Biggar, Saskatchewan.

Coleman and Elliott, druggists of Milestone, Sask., have dissolved partnership, Mr. Elliott continuing the business.

OBITUARY.

Thomas Hume, a drug clerk in the employ of Jas. H. Hatty, cor. Yonge and Breadalbane Sts., Toronto, was found dead lying across his bed on April 20th. Deceased was a graduate of the Ontario College of Pharmacy class and was twenty-six years of age.

Mr. Robert R. Slaven, manager of Slaven's Drug Store, Limited, of Orillia, Ontario, died suddenly April 13th. Mr. Slaven was a native of Orillia, being the son of the late Dr. Slaven, who established a drug business in that town many years ago. Deceased was in his fortieth year, and was until a few days before his death in excellent health. He leaves a widow and two children.

Mr. R. B. Dixon, manager of the Glace Bay Pharmacy, at Glace Bay, Nova Scotia, died suddenly April 14th, from heart failure. Deceased was about thirty-three years of age, and previous to going to Glace Bay he occupied situations at Antigonish and North Sydney, Nova Scotia. Deceased leaves a brother, Mr. W. F. Dixon, druggist of Hawkesbury, and a mother and sister living in Truro, N.S.

Mr. W. A. Clemes, representing Michigan Optical Co., Limited, Toronto, has returned from the Ottawa Valley and reports excellent business, particularly on their specialties, Triumph, Wolverine, and Surefit Mountings.

The rank of Past Senior Grand Deacon in the Grand Lodge of Freemasons of England is to be conferred upon Brother R. Clay Sudlow, P.A.G.D.C., at the Grand Festival to be held in London on April 27th. Mr. Sudlow is well known as the treasurer of Messrs. Burroughs Wellcome & Co., of London and Montreal.

J. F. Kobylanski, druggist, of Poland, was a visitor in Toronto last week. Mr. Kobylanski is a very interesting personage, being a graduate of the University of Poland and was engaged in the drug business there for some time. We understand he intends locating in Ontario.

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PHOTOGRAPHY

Rapid Bromide Printing.

In "Photography and Focus" is given a simple and useful method of producing a number of bromide prints rapidly, which I do not remember having seen suggested before. The photographer is advised to buy the paper in cut pieces, twice the size of the prints required, and, having folded the sheets in halves, film side outwards, to expose first one side and then the other, and to develop the two prints together, cutting the sheet in two afterwards. I suggest the insertion of a piece of dead-black paper or cardboard between the folds of the paper during exposure, particularly when dealing with a negative requiring a prolonged exposure, as bromide paper is not quite opaque. The developer recommended is:

Metol	70	grains
Hydroquinone	36	grains
Sodium sulphite	½	oz.
Sodium carbonate	1	oz.
Potassium bromide	20	grains
Water	20	oz.

A Phosphate Emulsion Paper.

An English patent has been taken out for an emulsion made by the additon of a soluble molybdate or tungstate to a gelatine emulsion of silver phosphate for printing on papers. The presence of a soluble molybdate or tungstate and the formation of the corresponding salts of silver gives improved results. The specification gives the following formula for the emulsion:

A.—Gelatin	60	grams
Water	600	c.c.
B.—Sodium phosphate	17.5	grams
Citric acid	1.5	grams
Water	150	c.c.
C.—Silver nitrate	25	grams
Water	150	c.c.
D.—Sodium tungstate	7	grams
Water	75	c.c.

B and C are added alternately to A in small portions, and D is finally added slowly, with constant stirring. The developer is:

Metol	7	grams
Glacial acetic acid	28	grams
Water	600	c.c.

The prints are fixed in a hypo bath containing potassium metasulphite.

Fixation Before Development.

An article by M. Coustet in the Photo-Revue brings to light the fact, discovered in wet-collodian days but still applicable to modern dry-plates, that development may follow fixation. For the tourist there is a great advantage offered by such a course; fixing is easily done and requires no good judgment as does development. After this operation the plates should be thoroughly washed and dried, when they have the appearance of plain glass. Development may be carried out at some subsequent time and in full daylight. It will thus be seen that after fixation and before development there is no danger of fogging the plates by accidental exposure to light or through the curiosity of customs inspectors or other officials.

The only disadvantage seems to be the slowness of development and the fact that longer than ordinary exposures are sometimes necessary. This extra exposure, however, does not seem to be a requisite, as shown by the experiments of Dr. Newhauss some ten years ago. The result of his investigations was that an exposure from full ordinary timing to twenty times normal could be controlled with but slight variation in treatment.

A developer which will deposit silver must be used, and those which act rapidly are unsatisfactory. Stand methods requiring practically no attention may be employed and, if the temperature of the solution is kept low, there should be no difficulty. Dr. Neuhauss recommends the following developer, which works in about twelve hours.

To 100 c.c. of distilled water add ammonium sulphocyanide, 24 grammes; silver nitrate, 4 grammes; sodium sulphite, 24 grammes; hypo, 5 grammes; and 10 per cent. potassium bromide solution, 6 drops. Of this stock solution take 6 c.c. and mix with 54 c.c. of water and 2 c.c. of rodinal. Should the mixture show any indication of turbidity, it must be carefully filtered. The development being complete, nothing beyond washing is required.

Removing Stains from Photographs.

Stains caused by pyrogallic acid may be removed by applying a 1 in 20 solution of potassium permanganate; rinsing in water, and touching with a 10 per cent. solution of sodium bisulphite.

Any ordinary reducer such as Farmer's solution or bleaching-powder solution followed by a "hypo" bath will remove stains of silver nitrate.

Rust or other iron stains should be treated with diluted hydrochloric or sulphuric acid, and the print washed with water made slightly alkaline with sodium hydroxide.

For ink stains, the treatment given to "pyro" stains is recommended.

NEW SCHOOL GOODS

The range of new School Practice Books, which we have just completed, is the largest and best line we have ever made. We have seventy new lines of

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and all kinds of Students' Requisites, such as Note Books, Quarto Books, Drawing Books, Drawing Pads and School Sundries of every description. Do not be persuaded into placing orders until you have seen these new lines.

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PHARMACEUTICAL ASSOCIATION OF THE PROVINCE OF QUEBEC.

Quarterly Examinations.

As a result of the Pharmaceutical Association's quarterly examinations in Montreal and Quebec on April 7th, when 29 candidates presented themselves, 10 have been admitted. In order of merit they are: Messrs. Adelard Trempe, Leo L. Gauthier, L. P. Thibodeau, Henri Groulx, Armand Larose, Joseph Patry, J. Eidlow, Ernest Tremblay, Lucien Gaudet and Adelard Lacroix.

The following passed on all subjects but one: Arithmetic, Messrs. Adelard Beauregard, Wilfrid Leger, Elie Labelle and William Loebl. Those candidates will be requested to be examined again on that subject at the July examinations.

The examiners were: Professors J. O. Cassegrain, of the Jacques Cartier Normal School, and Isaac Gammell, of the High School, with Messrs. A. J. Laurence as general supervisor and Victor Giroux supervisor of Quebec and vicinity.

The next examination will take place on July 7th.

The accompanying illustration is that of the new motor delivery used by the Lyman Bros. & Co., Ltd., for their Toronto deliveries. This, we understand, is the first of its kind to be used by any wholesale drug firm in Canada, and is an index of the enterprise, as well as the actual requirements for their growing business, of this firm. The motor car will not only insure speedy delivery, but will enable a more frequent service.

MONTREAL COLLEGE OF PHARMACY EXAMINATIONS.

The following are the results of the Montreal College of Pharmacy examinations for the session of 1909-1910, the marks obtained at the December and March sessional examinations being added together, the total given being the total results for the session ending March 31st, 1910, the candidates being named in order of merit, namely:

Botany—L. G. Kilborn.

Chemistry (Junior Class)—F. G. Fletcher, F. R. Belemis, W. M. Barnes, A. Ellison, W. J. Casey, E. G. Lyons.

Chemistry (Senior Class)—Georgina St. Georges, L. J. E. Leduc, Yoland Gauthier, J. W. Laroux, M. Freeman and M. Freedman.

Materia Medica (Junior Class)—V. Richmond, A. H. Jassby, and T. G. Fletcher.

Materia Medica (Senior Class)—Jules Gouillard. Damien Pare, M. Freeman.

The examiners were Professor Joseph Bemrossel, Dr. H. St. Georges, Jos. E. Morrison, and Edmond Giroux, Jr.

BITTER ROOT FROM SIERRA LEONE.

Under the name of Dende, the bitter root of a small tree was presented to the Museum of the Pharmaceutical Society of Great Britain, by Lort Phillips, in 1906, on his return from an expedition to West Africa. The root was obtained in Sierra Leone and was used by the natives as a remedy for malaria. The general appearance of the bark and wood indicated its possible alliance to the Simarubaceae. The Simarubaceous tree most likely to yield such a wood in Sierra Leone is Brucea macrophylla, Oliv., but until leaves or flowers of the Dende plant are received it will not be possible to identify it.

Mr. H. Finnemore undertook to ascertain if the root contained any alkaloid, and subsequently sent in the following note: The bark was thoroughly bruised in a mortar and extracted in a Soxhlet apparatus with 90% alcohol, and a portion of the residue after distilling off the alcohol was tested for alkaloid by extraction with dilute acids, filtering, and adding the usual reagents. The remainder of the alcohol extract was treated with pure ether and the solvent removed, when a yellowish-brown semi-crystalline residue was obtained. This was again dissolved in ether, and on allowing the latter to slowly evaporate crystals were obtained and recrystallized from absolute alcohol. These melted indefinitely between 219° and 224° C. No evidence could be obtained as to their nature except that they were free from inorganic matter. It is therefore higher than that of quassine, which is 210°-211° C.—Pharm. Journ.

Essence and Extract Spruce Beer.

Essence of spruce beer may be made as follows:

Oil wintergreen................	1	fl. oz.
Oil sassafras.	2	fl. oz.
Oil lemon.......................	2	fl. oz.
Oil cassia.......................	10	drops
Magnesium carbonate..........	1½	oz.
Diluted alcohol.................	6	pints

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We are constantly in touch with every section of Western Canada, and we shall be glad if we can be of service to any one, desiring information, as to location, etc.

Write Us

DRUG REPORT.

Toronto, April 24, 1910.

Business during the past month has been very good. Paris green price has been fixed by the manufacturers and is considerably higher than last year.

Carbolic acid is a little easier.

Linseed, and boiled and raw linseed oil, are very much higher.

Cubeb berries and oil cubebs are very high and may still go higher on account of short crop.

Buchu leaves are evidently going to be scarce and the high price will probably be maintained.

Camphor is a little firmer.

Citric acid is gradually advancing and higher prices may be looked for. This, of course, will affect citrate iron, citrate iron and quinine, and similar preparations.

A.—Advanced. D.—Declined.

D.—Acid Carbolic, 1-lb. bottles	lb.	$	.25
D.—Acid Carbolic, 5-lb. tins	lb.		.18
D.—Acid Carbolic, 10-lb tins	lb.		.16
A.—Arrowroot, Bermuda	lb.		.90
D.—Chronium Sulphate	oz.		.15
D.—Calcium Nitrate	oz.		.15
D.—Cochineal	lb.		.50
D.—Cochineal Powder	lb.		.55
D.—Cowhage	lb.		.90
D.—Isinglass, Russian	oz.		.30
D.—Leaves Buchu	lb.		.75
A.—Oil Cubebs	oz.		.40
D.—Old Geranium Rose, Turkish	oz.		.30
A.—Oil Lemon	lb.		1.75
D.—Root Jalap	lb.		.55
D.—Root Jalap Powdered	lb.		.60

NOTICE

Do not buy a Drug Store in Canada or U. S. till you get my list of snaps. Free. Also positions anywhere desired in U. S. or Canada. Estab. 1904.

F. V. Kniest, R. P.,
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For Sale, Exchange, Help Wanted, etc., 50c. for 25 words or less; subsequent insertions 25c. Send cash with order.

FOR SALE

Drug Business in Southern Ontario; population 2,000. Stock and fixtures, $3,300. Paying proposition. Good reasons for selling.

Box 5, Canadian Druggist,
Toronto.

Clean paying Drug Business in growing Western Ontario town. Best location, new show cases, good opportunity for growth. Price $3000.

Box 18, Canadian Druggist,
Toronto

An old established Drug Business. New fittings. Village of 1000. Good farming land around. A snap for the right man. Price, $1,500. Purchaser can rent or buy building.

Apply Box 8,
Canadian Druggist, Toronto.

SITUATION WANTED

Position Wanted by Chemist, Graduate O.C.P., 20 years' experience, both city and country. Not afraid of work. Can furnish the best of references.

Address—Graduate,
c/o Canadian Druggist, Toronto.

SITUATION VACANT

Wanted—An assistant to the drug business, with one or two years' experience. References.

Apply: "Alberta,"
c/o The Canadian Druggist,
Toronto.

TRAVELLERS WANTED

S. Hirsch & Sons, Limited, Montreal, manufacturers of the Irving and Metropole Cigars, want travellers with knowledge of the territory in the Lower Provinces and the North West. Apply by letter, stating experience and giving references.

(Applications treated in strict confidence).

HINTS ON PHOTOGRAPHING SHOW WINDOWS.

One way of overcoming the difficulty of reflection, which is experienced in photographing show windows, is to mount on poles of suitable height strips of black calico sewed together and of sufficient length to be practically of the same size as the window. When the photographer has his camera set in place and is all ready to make the exposure, the black calico can be unrolled from the poles to which it is attached and can be held some distance from the window in front of the camera, so that all reflection is avoided.

In the centre of the sheet a hole should be cut, so that the lens of the camera may transfer to the plate the objects which are in front of it. Sometimes it is possible to make such a picture without any sheet, avoiding reflection by moving the camera until a point has been reached and a position has been taken that shows no reflection. Then the photographer finds his work very simple.

It is best to take a picture at the time of the day when the sun is not shining directly on the window. Some photographers prefer night or morning, when the sun is low and the shadows are not so strongly marked and there is a better diffusion of light. If the photographer is experienced in deciding the right time of exposure he will have no objection to a cloudy or an overcast day when there is no direct sunshine and the light is apparently equally strong from every direction.

If the show window is artificially lighted and entirely from the top it is possible to take the picture in the evening, giving an exposure of some minutes, and if the photographer watches to prevent passers-by from coming in contact with the camera, their passing in front of it will make practically no difference unless there is a continuous throng or unless some person stops, which, of course, would interfere.

If the picture is made with a camera having a good lens and it is not used the full aperture, but diaphragms are used to cut it down, the resultant picture will be very sharp, and then a small picture may be enlarged if need be and answer all the requirements.

ROUTINE IN THE TESTING ROOM.

The paper by Mr. Beardsall before the Manchester Optical Society on "Method in the Testing-room" contains several points about the importance of the retinoscopic test. The routine which I have always followed in testing, and which I have found very convenient, is as follows: (1) Take notes of the customer's name, address, age, and history of the complaint, with the details of previous treatment and glasses, if any have been worn; (2) examine the fundus by the indirect method, this being preferable to the direct process; (3) then proceed to the use of the retinoscope so as to get a good knowledge of the state of refraction, without having to depend on the customer's replies entirely; (4) follow this by the test types, taking the right eye first, and then the left, and, lastly, both together; (5) finally go through the reading tests, estimation of muscular weakness, or whatever else may be required by the particular case under examination. Every refractionist has his own favorite method, and by constant practice becomes familiar with it, and does better work in that way. I follow the above routine for the reason that by starting with the history of the case one may save a lot of time and trouble, especially if the customer has been under medical or surgical treatment at some previous date, as is sometimes the case. Then, by examining the fundus, one ascertains the presence or absence of any diseased condition, which will avoid further waste of time if there is anything radically wrong; and the retinoscopic correction can, with practice, approximate so closely to the one required, that it only wants confirmation on the test types. I also find it very convenient to put down the results as each is obtained, as it avoids all chance of mistake or forgetfulness.—Chemist and Druggist.

A Useful Concentrated Developer.

A very concentrated developer is useful for two reasons. It takes up a conveniently small space, and it is less liable to oxidation if kept in small bottles. Pyrocatechin is a particularly suitable reducing agent for the purpose, as it is clean working, and gives brilliant negatives which are not hard. The following one-solution formula has been recently recommended:—

Distilled water	4 oz.
Pyrocatechin	80 gr.
Sodium sulphite	1 oz.
Caustic soda	60 gr.

The solution should be put into a four-ounce bottle, so that there is no room for "air," and when required for use, one part of it may be diluted with twelve to twenty parts of water, according to the class of negative desired. A drop of ten per cent. bromide solution may be added to each ounce of diluted developer should there be any tendency towards fogging of the plates. Where the developer is to be kept any length of time, it will be found a good plan to store it in one-ounce bottles, waxing the corks in order to hermetically seal the contents.

Dr. Tisdale has sold his drugs and store fixtures to Dr. I. M. Cleghorn and has moved to Swan Lake. The many friends of Dr. Cleghorn are pleased to see, although a second doctor has twice come and gone during the last few years, he has confidence enough in the present future of Baldur to warrant him in enlarging his store to meet the growing needs of his business, so that he now has one of the best equipped and most up-to-date drug store outside of Winnipeg.

The Canadian Druggist.

Vol. xxii. TORONTO, CANADA, JUNE, 1910 No. 6

—Twenty-second year of Publication—

THE

Canadian Druggist

MONTHLY

WILLIAM J DYAS, PUBLISHER

Subscription, one dollar per annum in advance

Advertising rates on application.

The CANADIAN DRUGGIST is issued on the first of each month, and all matter for insertion should reach us by the 15th of the previous month

THE CANADIAN DRUGGIST,
15 Toronto Street, Toronto, Canada
Telephone, Main 3203. **Cable Address: SAYD, Toronto**

ENGLAND—
C. Rivington Shill, 56 Ludgate Hill, London, E. C., Telephone 3107, City.
FRANCE—
John F. Jones Co., 31 bis Faubourg, Montmartre, Paris.
GERMANY—
Fredk. Lehfeldt, 2 Lindenstrasse, Berlin, S. W. 68.

Publisher's Notices

TO ADVERTISERS

In order to insure a change of Advertisement, it is essential that copy should reach this office not later than the eighteenth of the month previous to date of issue. Otherwise, insertions cannot be guaranteed nor proof furnished. Our aim is to publish promptly and this can only be accomplished by the co-operation of our advertisers.

The same rule applies to new advertisers.

SITUATIONS WANTED

Advertisements under this heading, when not exceeding 35 words, will be inserted free of charge until further notice. Students and assistants desiring to take advantage of this offer should send in their advertisements early.

THE DRUG REPORT

Our full market report of drugs and new remedies will appear in the July issue, giving market values up to date of printing this journal.

This report is of special value to the retail druggist as is evidenced by the many complimentary allusions to it, and should be kept for convenient reference.

"I BELIEVE I HAVE DONE MY DUTY."

These, the last words believed to have been spoken by our beloved King Edward, indicated in a marked degree the purpose of life which our late Sovereign had always in view.

No greater blow, humanly speaking, could have come to the British Empire as well as to the world at large than the news of the sad and sudden removal by death of King Edward, "the Peacemaker," especially coming at a period in British politics when a man, such as the King was, appeared to be the most needed, full of resourcefulness and tact, with excellent judgment, unbiased by political affinities and with a determination to use his influence in upholding the constitution and governing the nation with wisdom and firmness.

Not only did he govern his own Empire wisely and well, but his influence was also felt by the other nations in establishing peace and concord where nothing but war and turmoil appeared inevitable.

We, in common with others of the subjects in the "Dominions over the Seas" and the millions of subjects throughout the Empire at large, mourn the loss of King Edward VII, whose memory will long live in the hearts of the people over whom he was called to reign, and at the same time extend to our new King, George V, our wishes for a long and prosperous reign, feeling that following in the footsteps of his father, the Empire will continue to lead the nations of the earth in the establishment of Justice and in securing peace amongst the powers of the world.

THE SALE OF POISONS.

Our attention has been drawn to the fact that in a number of instances poisons, and especially carbolic acid, are sold by some druggists without the formality of entering the sale of the poison, as required by law.

It is well that every druggist should strictly comply with the Pharmacy Act in all its requirements, thus both giving confidence to the customer, as well as not leaving the vendor open to any prosecutions under the Act.

Another feature of the case is that some druggists in a locality will conform strictly to the Act by entering the sale and requiring the signature of the purchaser, while others omit this formality either through carelessness or possibly from a desire not to bother the customer, thus taking an unfair advantage of the neighboring druggist, as well as leaving himself open to conviction. We cannot too strongly urge on retail druggists everywhere to comply strictly with the Pharmacy Acts as enacted in the several provinces. Any infraction of the Act not only brings discredit on pharmacy as a whole and in many cases does an injury to the individual druggist, but also endangers life and encourages the use of poisons for other than legitimate purposes.

IS IT WISE?

A recent issue of a leading United States dry goods journal had a strong article dealing with the matter of the sale of patent medicines, contending that the trade in whose interests their paper was published and especially the departmental stores should take up vigorously the sale of patent medicines as a leading business bringer, at the same time pointing out the fact that druggists were antagonizing patent medicine manufacturers and as far as possible hindering the sale of these goods, especially where they were not price protected.

There is no doubt that to some extent, at least, the latter charge is true, and the policy has been urged upon druggists mainly by those who have personal interests to serve, but we question very much whether the policy is a wise one.

The sale of patent medicines has been a part and parcel of the drug business ever since such articles were put on the market, and the public generally have looked to the druggist for their supplies of these goods. Although in many localities the profit has been greatly reduced through the policy adopted by cut-rate stores, yet there is still money to be made by the sale of "patents," especially those which are price protected, and it appears to us that it would be great folly for retail druggists either to antagonize the patent medicine manufacturer or to jeopardize his own business in any way by a discrimination against this recognized branch of the business.

We do not hold a brief for the patent medicine manufacturer, nor are we in sympathy with the methods of the department store nor the cut-rate druggist, but we do aim to place before the drug trade the real issue in any business policy of this kind, and the issue in this case is an increase or decrease of the amount of sales, and either a transference of the patent medicine business to some other class of dealers or holding it and making the most out of it that is possible.

To decry any patent medicine in the face of the fact that formulas of all these remedies are registered at Ottawa and that the sale of any harmful preparation is prohibited by law, shows but poor business policy, especially when it is taken into consideration that fully 90 per cent. of druggists are themselves manufacturers of patent medicines, having their own specialties using the imprint of their name whether manufactured by themselves or not.

Our suggestion is, secure all the customers you can, make your sales as large as possible, and because the profits on some lines do not come up to your wishes, do not despise them but make the most of them that you can.

No dry goods dealer, grocer, or other merchant will sell these goods unless at a profit, it may be a small one, yet they will take that much away from the sales of the druggist if a policy such as indicated is adopted. Then, is it wise to drive away customers and to lessen sales?

CRITICIZE METHODS, NOT INDIVIDUALS.

Some people are never happy unless "pitching in" to others, always hankering for a "scrap" and thus hoping to have some notice taken of them.

Fortunately such people are never taken seriously and their outbursts are only made matters of jest.

It is this class of persons who always seek to impute motives and to indulge in personal reflections when dealing even with business matters instead of setting about to correct wrong and indicate right methods.

We believe, and have always acted on this belief, that the proper course is to attack methods, not men, to show up errors in business policy rather than condemn the men who originate them, and to recognize the fact that every man is free to conduct business as seems best to him and that any criticism or fault-finding should be with the method and not the individual.

THE SALE OF LIQUORS BY DRUGGISTS.

A subscriber living in a local option town in Ontario writes us submitting a number of questions in reference to the sale of spirituous liquors by druggists.

We regret that it is not in our power to give authorative answers on the questions submitted from the fact that the Act is differently interpreted by various magistrates. It is unfortunate that this should be the case, and we feel that the government should make an official pronouncement so as to cover all disputed points. We have given the answers to the questions below, as our personal opinion in reading the Act, and we believe it is in keeping with that entertained both by the College of Pharmacy and the License Department of the government. However, as we said before, magistrates differ in their interpretation of certain points, and no positive answers can be given to many of the questions. We give the questions and our answers to them in each case.

Howards' Tablets

Quinine Salts

Lithia

Bismuth Salts

Bismuth & Soda

Calomel

Calomel & Soda

Ferri Carb Sacch

Ferri et Ammon Cit

Accurate Dose

Elegant Finish

Packed or Bulk

Made only of HOWARDS' PURE CHEMICALS

Soda Mints

(Made with Howards' Sodii Bicarb, and consequently the most palatable in the world).

Sublimate Mixture

Blue

Bromides

Iodides

Sodii Bicarb

Sodii Citras

Hyde Creta

New Towns! *New Druggists!*

On the dispensing shelves of our principal cities the "Frosst" label is prominent.

In the new North West, the sites of future cities, the "Frosst" label is seeking its place.

The "Frosst" label merits confidence, secures confidence and retains confidence.

The new druggist in the new town will require our goods and should have them on his shelves.

Physicians recognize the absolute reliability of Frosst's Pharmaceuticals and specify them.

Be ready to respond. When starting the new store, send for our price list. We want your opening order.

Charles E. Frosst & Co., Montreal

Retailers Attention !

Stock

CÆMENTIUM

Regd.

"Sticks Everything, but is Not Sticky"

Absolutely insoluble Cement. It is not only new—it is unique. It will repair everything from a cup or saucer to a motor-car exhaust pipe. In the case of china or pottery, it not only repairs but replaces missing parts. CÆMENTIUM is not affected by either water or heat. Should be stocked by all retailers. It is not a fish glue.

STOCKED BY

All branches National Drug & Chemical Co.
Lyman Bros. & Co., Limited

DILLONS LIMITED

455 St. Paul St. - Montreal

SOLE AGENTS FOR CANADA

COWAN'S

LIQ. AMMON. FORT.

PURE

Agreeing Fully with all the Requirements of the B. P.

See that every Winchester carries our Signature—
JOHN COWAN COMPANY, LIMITED

GLYCERINE, C.P., in cans and drums
BORIC. ACID, Merck and English
CARB. AMMON. 5 lb. and 10 lb. cans, kegs and casks
CHLOR. AMMON., kegs and casks

JOHN COWAN COMPANY, Limited
3 DALHOUSIE STREET
MONTREAL

Cash with Order

LOOK HERE, Mr. DRUGGIST! YOUR OPPORTUNITY

We have in stock some forty dozen CLINICAL THERMOMETERS, the "Qualitair" Line. No better made. GUARANTEED against everything except breakage. Specially well made, tested and seasoned.

The stock is assorted, ½, 1 and 2 minute. While they last we will give them away at the following prices:

2 min. regular	$ 5.00,	to clear	**$3.10**
1 " "	7.50,	"	**3.85**
½ " "	10.00,	"	**6.50**

THIS IS THE BEST OPPORTUNITY to purchase Clinicals you ever had. It will pay you to send your order at once.

HIGH GRADE CLINICALS AT LOW GRADE PRICES.

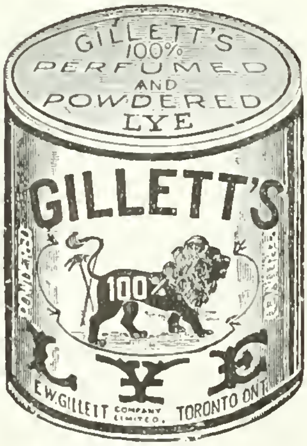
Cash must accompany orders. No discount

Any rubber goods required we will be pleased to send, charges paid.

Address all Orders and Communications to the

HIGGINBOTHAM RUBBER GOODS CO.

MILTON, ONTARIO.



Gillett's Lye Cleanses.

It cleans thoroughly whether the dirt is visible or invisible.

Millions of people use it every day.

Sold by the best Druggists everywhere.

If your wholesale house will not supply you at list prices, send order to us, and we will ship goods direct.

Two other good lines
Gillett's Caustic Soda.
Gillett's Cream Tartar.
(Chemically Pure.)

E.W.GILLETT
COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

The License Act as applied to the sale of liquors, etc., by druggists applies equally in local option or in licensed districts.

(1) The proper wording of a prescription for six ounces of liquor, from a medical doctor? Ans.: A prescription written in Latin or English.

(2) How much liquor can be given a clergyman without an order from a doctor? Ans.: None.

(3) How much liquor can be given a veterinary surgeon? Ans.: Six ounces, or 20 ounces in a mixture.

(4) How much liquor can be given a dentist? Ans.: Same as to any other customer.

(5) Can grain alcohol be sold in its purity? Ans.: There is no definite clause forbidding it.

(6) If not, what percentage of alcohol can be sold? Ans.: All alike.

(7) How much fermented wine can be sold for church purposes? Ans.: 6 ounces.

(8) Can fermented wine be sold without a doctor's order? If not, how much can be prescribed at one time? Ans.: No. 6 ounces.

(9) Can ale, porter, etc., be prescribed by a medical man? If so, how much can a prescription call for? Ans.: 6 ounces.

(10) Can a doctor, clergyman, dentist or veterinary surgeon personally procure liquor from a druggist without first giving the druggist an order for same? Or would it do for them simply to sign their name in the register of liquor sales? Ans.: No. Every sale must be registered.

(11) Must all sales of liquors be registered in a book for this purpose whether by prescription or not, as in query (10). Ans.: Yes.

(12) Can a qualified medical man sell liquor to his patients, where he resides in a town with drug stores and other medical practitioners? If so, must he register such sales, and what amount can he sell to one man at one time? Ans.: No, he cannot sell it unless he is a registered druggist.

(13) When a prescription is submitted to a druggist to be filled, not being written by a medical practitioner, and calling for alcohol or liquor to be mixed with other ingredients, must this sale be registered? Ans.: No, not if made into a mixture at the time of sale.

SUNDAY SALES.

L. L. Stevenson, druggist, of London, Ontario, was charged in the police court with selling candy on Sunday. It appears that the defendant refused to sell chocolates but admitted selling cough candy. During the trial the question arose as to the legality of selling chewing gum on Sunday, this arising out of a previous conviction of a merchant for allowing a slot machine holding gum to be used on Sunday. Is chewing gum a medicine? Can a druggist sell either that or cough candies on Sunday? These appear to be the tremendous issues at stake. The magistrate has reserved judgment.

WHAT IS YOUR BUSINESS?

Too frequently the retail druggist pays but little attention to the opinion of the purchasing public, being influenced entirely by his own personal inclinations as well as his ideas of conducting business, not taking into consideration the views of others. That this is a mistake has been proved beyond question and the fact that the public, rather than the druggist, control the situation has shown itself unmistakeably in many cases where success or failure have obtained as a result of the appreciation or disapproval, as it may be, of the purchaser.

The public in the first place want to know what a man is in regard to his profession. Is he a mere vendor or is he a thorough pharmacist, making pharmacy his ideal and showing the public that notwithstanding the circumstances which render it expedient and frequently necessary to carry a stock of goods not actually belonging to a drug stock, yet he puts drugs and chemicals and his professional standing as a pharmacist in the forefront and makes it a strong point in his appeal for patronage and for the confidence of his customers.

Passing down a leading street in this city the writer observed on the window the following sign arranged as given here (we use a fictitious name):

Up-town Pharmacy.
J. T. SMITH,
Cigars. Drugs.

What impression will the public have as to the nature of the business done in this store? Will it not be that cigars that are the leading feature?

Another store has the following:

CUT-RATE DRUG STORE.
All Patent Medicines at Cut Prices.

Does this not convey the idea that the sale of patent medicines and that at prices trying to undermine his brother druggist, is the uppermost in the mind of such a druggist?

A corner drug store in Winnipeg, on the side wall of the building has this sign (name is again changed):

Cigars. DICKENS' DRUG CO.

and below is the sign

Drugs and Stationery.

These are merely given as samples of some stores which we think serve to illustrate our point.

"A man is known by the company he keeps," and is not the nature of a man's business as well as the portion he specializes shown by his signs and his advertising to the public.

As we take it, none of the signs which we have given will inspire that confidence in the pharmacist's professional ability which should be the first consideration of every retail druggist.

NOTES OF THE MEETING OF THE AMERICAN PHARMACEUTICAL ASSOCIATION.

In the address of the retiring president of the American Pharmaceutical Association, held at Richmond, Va., commencing May 2nd, several matters of interest to pharmacy both in the United States and elsewhere were brought before the members.

The president, in opening his address, referred to the fact that the Association, although supposed to be representative of pharmacy in the United States, had only about 5 per cent. of the eligible pharmacists as members, and "that the principles ruled about the minority of our profession." He strongly urged an effort to increase the membership, not only from the necessity of having funds to carry on the work, but also from the influence that members would have "upon the community in which they live and whom they ought to represent in the Association."

He also referred to the general attendance at these meetings (the number at present at this meeting being about 250), and thought that although a small percentage of the attendance of the members must be always looked for, an effort should be made to increase the number.

He also advised that the official Journal of the Association, "The Bulletin," should be conducted as to make it largely self-supporting from its outside subscriptions, although this would make it a competitor of the regular pharmaceutical journals.

In speaking of the forthcoming meeting of the U. S. P. convention he emphasized the impression that each body engaged in the work "shall insist upon a standard for the recognition of those facts and principles which through its special favorable position it has knowledge, lest other bodies not in a similar position should from sole specific ignorance influence unwise action." He also urged the necessity for definite standards and stated that the Pharmacopoeia is now replete with defects of this class, many of its definitions being absolutely meaningless and a large number of its descriptions and directions are incapable of any positive decisions being reached.

Referring to the National Formulary, he said that there is a peculiar danger that the influence of this work might be abused and that the result of this might widen the breach between medicine and pharmacy. Referring to this matter, he said: "If it shall appear to the medical fraternity that the professed campaign of the Pharmaceutical profession against the abuse of nostrums is in reality only a concealed attempt to transfer this abuse, and in an exaggerated form, to other hands, he cannot be expected to, and should not sympathize with it. It thus becomes highly important that the treatment of articles admitted to the Formulary be most carefully considered as to their influence upon medical practice and upon the administration of the law." Later on he says, "it therefore does not rest upon the same broad foundation as does the U. S. P. and should not, by even the most liberal possible interpretation be accorded an equal standing.

In alluding to the danger of commercialism, which he says is the "most serious danger which has ever threatened our profession," he urged to "fight fire with fire," and at the same time suggested that some satisfactory grounds for a community of interest, if not of action, should be found between two institutions whose interests harmonize in so many ways as do those of the American Pharmaceutical Association and the American Druggists' Syndicate. (This portion of the president's address was afterwards disapproved of by the committee to whom the address was referred, and the report of this Committee was approved by the Association.)

President Rusby also suggested the adoption of some educational and professional requirements for those engaging in commerce in drugs and medicines, referring to the wholesale drug dealers. This, of course, we are glad to say, already applies in Canada where the wholesale druggists are all qualified druggists.

The different sections of the Association held their meetings on subsequent days, and a number of interesting papers were presented, a large proportion of them in abstract only or by title.

Decided approval was expressed of the recommendations of the committee on legislation that the time has come when druggists of respectability must abandon the selling of liquor regardless of whether it was ordered by physicians or not. The pronouncement was also made dealing with the sale of habit-forming drugs and placing the Association on record as opposed to their sale except upon the strictest limitations.

"COMET PILLS."

Whatever the comet may do or whatever it may not do to this long-suffering old earth of ours, the negroes of Port au Prince, Hayti, are safe, for they are, they know, well protected by comet pills. Comet pills are new to the pharmacopeia. Word of their appearance arrived by the liner 'Allegheny,' in from Port-au-Prince to-day, says a New York despatch. Her officers said this afternoon that all the negroes there, rich men, poor men, beggarmen and thieves, are running pell-mell to the hut of a shrewd old voodoo doctor just outside the city, who is selling comet pills faster than he can make them. The prescription is one pill for every hour up to the time the comet begins to recede from the earth, but many patients make doubly sure by taking one pill every half hour. The old fellow is making a fortune by his fake.

Profit follows quickly on the heels of Odol

Odol is not only an article of distinction but an article of great popularity. It has long been recognised as the world's leading dentifrice, and sells steadily all the time by virtue of pure merit. The customers it attracts to a store are of the right sort, moreover, they are good buyers of a good class, and help to make the reputation of a store. It is the fashion to use Odol, and it is a fashion that will last, because Odol is a thing of necessity to all who want to preserve their teeth perfect.

Odol is stocked by All Wholesalers

Apply for prices and particulars for direct supply to:

Odol Chemical Works

59-63 Park Street, London, S. E., England

Canadian Druggists !!

YOU GET FULL PROFITS ON *Nature's Remedy*
REG. U. S. PAT. OFFICE
NR - TABLETS - NR

WRITE TO-DAY for our Special Proposition. • It's a live one—one that will make good and do it quick.

TO PROTECT YOUR PROFITS

We have discontinued selling Nature's Remedy through Jobbers, and all orders will be filled direct, prepaid.

PERSONAL.—If you have never used Nature's Remedy, we would like to send you a box free for personal use. It is the most satisfactory laxative on the market and is used and recommended by thousands of the best druggists the world over. Let us show you. Write for free box and proposition. **DO IT NOW.**

The A. H. Lewis Medicine Company

ST. LOUIS MO. **SMITH'S FALLS, ONT.**

Just One Reason Why You Need

The McCaskey Account Register

First and Still the Best

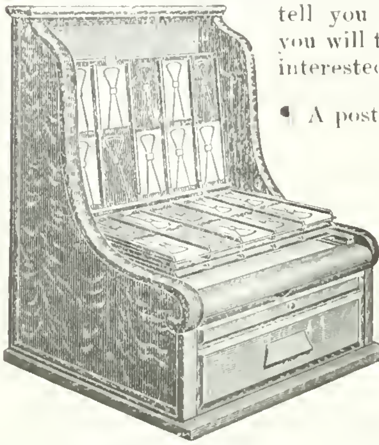
¶ NEITHER you, nor your clerks, can be absolutely sure that every article that goes out of your store is charged to the proper person, if you do not have THE McCASKEY SYSTEM.

¶ With THE McCASKEY SYSTEM it is impossible for you to forget to charge.

¶ Little leaks will sink a ship—little leaks like forgotten charges will ruin your business.

¶ There are a hundred other reasons why you need THE McCASKEY SYSTEM. We'll be glad to tell you what they are, if you will tell us that you are interested.

¶ A post card will do.



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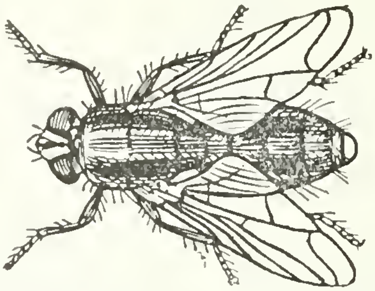


Enterprising Druggists

Interest themselves in the sale of

WILSON'S FLY PADS

BECAUSE

They are the Best Fly Killers Made, and

BECAUSE

They Yield a Larger Profit than any other well advertised proprietary article.

THE GENDRON MFG., CO LTD

TORONTO, CANADA
MAKERS OF ALL KINDS

INVALID, ROLLING, RECLINING & CARRYING · CHAIRS
Made in Canada

OUR CATALOGUE
GRADE C
SHOWS THE ENTIRE LINE

THIS ☞ TRADE MARK IS YOUR GUARANTEE

TORONTO Gendron CANADA TRADE MARK REG.

HORLICK'S MALTED MILK

At All Fountains

Whether cold or hot, Horlick's Malted Milk is always a favorite beverage.

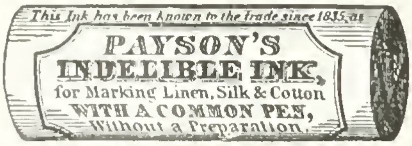
It is delicious, satisfying, nourishing, and its value is appreciated by pleased customers.

No drink, whether cold ar hot, is as good as it can be unless some Horlick's is in it.

Booklet, Direction Cards, and Advertising matter sent to all fountains on request.

HORLICK'S MALTED MILK CO.
Racine, Wis.

GILMOUR BROS. & CO., Sole Agents, MONTREAL



This Ink has been known to the trade since 1835, as
PAYSON'S INDELIBLE INK,
for Marking Linen, Silk & Cotton
WITH A COMMON PEN,
Without a Preparation.

THE OLDEST - THE BEST

Received Medal and Diploma at Province of Quebec Exposition, Montreal, 1897.
Trade supplied by all leading Drug Houses in the Dominion

PHARMACY IN GREAT BRITAIN

Chemists and the Law—The Title Question—Pharmaceutical Education—Chemists' Exhibition—First Woman L.R.C.P.—Phenol vs. Fennel.

(From our London Correspondent.)

Knotty points in pharmacy law have been the principal topics of interest in pharmaceutical circles during the last few weeks, several important decisions having been given in the courts of justice. The first case was that of Edwards vs. the Pharmaceutical Society, in which the former appealed against a decision of the Old Street Police Court magistrate in November last and reported in the Druggist of January, 1910. In these proceedings Thomas Edwards, a chemist and druggist, carrying on business at Hoxton, was summoned at the instance of the Society for selling poison which was not properly labelled with the name and address of the seller, Edwards having used his trade name of "Godfrey" on the label of the package containing the poison. The Society contended that the Pharmacy Act required the personal name of the seller to appear on label in all sales of poisons. The magistrate accepted this view, but in view of the fact that the practice was a common one among chemists imposed the nominal penalty of 5/- with 42/- costs. Mr. Edwards appealed against this verdict and the question which the Lord Chief Justice and his fellow judges had to decide was whether a chemist carrying on business in the name of a firm or using an adopted name for business purposes, must put on the labels of packages containing poison the name of the actual partner of the business or that of the actual proprietor of the business. Mr. Danckwerts, K.C., appeared for the appellant and Mr. Sanderson, K.C., represented the Society. This question involving the whole use of trade names by pharmacists was argued at great length by counsel. The appellant's case rested on general usage and the fact that the practice was employed by several eminent chemists. In support of the respondent's case it was urged that the personal name of the seller should appear on the labels in dispute; otherwise confusion and difficulty would arise in the event of an inquiry in the sale, and that there was no such name as "Godfrey" on the register of chemists. In the end the court allowed the appeal on the ground that a trade name for business purposes was permissible and was sufficient for the requirements of the Act.

Another case under the Pharmacy Act which has attracted some attention was heard at the Guildhall Police Court on May 3, when Charles Arthur Mercer, of Bishopsgate, was summoned at the instance of the public prosecutor for having sold poison to a person unknown to him. It appeared that this poison, potassium cyanide, was supplied to a young cadet of Dartmouth Naval College, who had sent an order for it to the defendant's firm. The lad died a few days afterwards from the effects of taking poison, and at the inquest a verdict of death from misadventure was returned. An inquiry was instituted by the Public Prosecutor, and Mr. Mercer subsequently admitted that he did not know the lad named Vanrenen to whom he had sold the poison. For the defence it was pointed out that Mr. Mercer himself had nothing to do with the transaction personally, and only heard of it afterwards. The assistant who received the letter believed that the order came from an officer of the college. The letter asked for a quarter pound of potassium cynide for the purpose of making up a small silver-plating bath, and the firm, having received many orders from the college, thought nothing of it. The magistrate, however, thought this was a serious offence, and imposed a penalty of five pounds with two guineas costs.

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What is known as the title question seems to be recurring at frequent intervals. Perhaps this is not to be wondered at seeing that the matter has an important bearing not only upon pharmacy, but also upon the medical, veterinary, and dental professions. Your readers may remember numerous notes in this column pointing out the manner in which the authorities controlling the practice of the vocations mentioned have sought to prevent unregistered and unqualified practitioners from using the descriptions of registered men. Additional interest has been taken in this case as the result of proceedings in the Court of Appeal regarding the case of Bellerby vs. Heyworth. The effect of a decision of the lower court in this lawsuit was that a notice outside Heyworth's premises, "Finest Artificial Teeth: Painless extractions. Advice free," did not imply that he was a person specially qualified to practice dentistry, or that he was a registered person under the Dentists' Act, 1875. It was pointed out that the Act did not forbid anyone from practicing dentistry; it only restricted the use of the name or title of dentist. The House of Lords on appeal affirmed this decision the meaning of which is that such descriptions as "Painless extractions" do not apply that the person using them is a registered dentist. The pity of it is that the ordinary public cannot distinguish easily between a qualified dentist and a non-registered person.

The Pharmaceutical Society's School of Pharmacy is to be further enlarged and improved for the benefit of the numerous students. Thanks to the generosity of an old student of the school many of the rooms are to be re-arranged, and the pharmaceutical department is to be brought thoroughly up-to-date. When the work is completed the premises will form one of the finest centres of technical training in the world. You have already reported that the chemical laboratories have been refitted and refurnished. The school is excellently staffed in the persons of Professor A. W. Crossley, F.R.S., D.Sc.; Professor H. G. Greenish, F.I.C., and Mr. H. J. Jeffery, A.R.C.S.

* * * *

The Chemists' Exhibition was held at the Royal Horticultural Hall, London, during the week commencing on May 9. Numerous interesting novelties were shown and chemists attended from all parts of the country. On making a tour of the hall I found several exhibiting firms known to readers of the Druggist. Among these were the historic house of Parke, Davis & Co., Messrs. Howards & Sons, Ltd., of Stratford near London, Messrs. Evans Sons, Lescher & Webb, Ltd., Messrs. Southall Bros. & Barclay, Ltd., and Messrs. Wyleys, Ltd. The stand of P. D. & Co. was one of the finest in the exhibition and good business was done. The exhibition was very successfully organized by your English contemporary, The British and Colonial Druggist.

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The announcement was recently made that Miss Dossibia Rustomji Cowasji Patell, having passed the required examinations, had been admitted a licenti- is therefore the first woman L.R.C.P. She was educated in medicine at Grant Medical College, Bombay, and she has also studied at the Royal Free Hospital, and at the School of Medicine for Women, London.

* * * *

A curious instance of mispronunciation is mentioned in the May issue of the Anti-Cutting Record. It arose in connection with the sale of phenol. Damages were claimed by the purchaser, as it was alleged that the substance asked for was fennel. The Record says: "We have been supplied with full particulars, and as these are of some importance to chemists (especially in the Midlands and North of England), we reproduce them. A person, whom we will call A, was recommended by a friend to boil an ounce of fennel with a pint of water and to take a wineglassful of the decoction for a dose from time to time. She was told the article could be obtained from herbalists. She sent a girl of about thirteen or fourteen years of age to a chemist's shop to ask for an ounce of the drug. The assistant who served supplied an ounce of phenol, duly labelled according to law, the sale being duly supervised by a registered chemist. Mrs. A's grown-up son (B) is alleged to have said to his mother when he saw the bottle labelled "Phenol—Poison," "Surely you are not going to take that?" Afterwards he laughingly remarked: "Kill or cure, if you are going to take some I will too." A teaspoonful of the liquefied carbolic acid was mixed with a wineglassful of water for each patient (by whom we do not know), and each swallowed the dose. The lady, who was in a weak state of health, very soon collapsed and would have died had not first aid and afterwards medical aid been very promptly forthcoming. B was not affected so badly. The result was several weeks' illness, a doctor's bill, and a claim for compensation. We have made some inquiries, and we find that the apparent extreme carelessness of the chemist in selling carbolic acid in the manner stated disappears when all the facts become known."

CUT RATES UPHELD BY GERMAN COURTS.

U. S. Consul-General Guenther reports from Frankfort that the Supreme Court of the German Empire has affirmed the decision of the Supreme Court at Leipsig in favor of a department store which was selling certain perfumery goods at cut rate prices. The manufacturers of the articles sought to prevent this. The Leipsig court held:

The free commercial traffic allows everybody to sell goods at prices which he chooses to make. The circumstances that he sells at a lower price in order to attract customers is nothing more than the exercise of free competition.

THE POST CARD BUSINESS.

To derive the full profit, then, from souvenir cards, says an exchange, the important points are to have a stock which is sufficiently large and varied to meet the demands, at prices ranging from one cent each up to one dollar; and to keep them constantly and prominently displayed; to devote enough window space or other advertising to keep them before your patrons; to accommodate purchasers with stamps, and to be as careful in keeping your stock renewed and up to date as in any other department of your business. If this is done you will find that this side line will come mightly close to getting you a rent receipt every thirty days.

THANKS.

The thanks of the editor are due to the Massachusetts College of Pharmacy and class of 1910 for the invitation to their commencement and class day exercises. Also to the St. Louis class of 1910 for a similar invitation for the commencement exercises of the St. Louis College of Pharmacy, whose motto is "Ipsa Scienta Potestas."

We regret our inability to be with either of the classes on these occasions.

C. F. BOEHRINGER & SOEHNE

MANNHEIM, WALDHOF

MANUFACTURERS OF

"B & S" BRAND **COCAINE** "B & S" BRAND

Sulphate of Quinine and all other Cinchona Preparations; Ferratine, Lactophenine, Theophylline, Atropine; also of Acetanilid, Caffeine, Chloral-Hydrate, Codeine and its Salts, Cumarin, Gallic Acid, Glycerine, Phenacetin, Pyrogallic Acid, Resorcin, Strychnine, Terpin, Hydrate, Etc.

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Time Has Proved that nothing terminates life in the aged so quickly and [illegible] if your power and vigour are waning, if you have no inclination [illegible] if despondent, languid or weak, "Wincarnis" will bring new life [illegible] vitalising blood, build up new tissues, new nerve force, [illegible] of body and brain. "Wincarnis" starts by checking all waste of [illegible] renews the lost vitality that nature needs for perfect health, fortifying every organ of the body to ward off ill-health and disease. Give

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a trial. You can test it free to-day. Its remarkable power of imparting strength and vigour is quickly apparent. In this age of [illegible] little rest, and must therefore suffer from the ill-effects of overwork both of body and brain; but if "Wincarnis" is taken systematically [illegible] counteracted and speedily vanish, "Swifter than blood decays," building up with surprising readiness the lost vitality in Nature's delicate organism. During convalescence it is unequalled. The unbiassed opinion of thousands of medical men and nurses for nearly thirty years has proved this, and "Wincarnis" [illegible] proclaimed in nearly every quarter of the world

NATURE'S GREATEST AND MOST RELIABLE RESTORATIVE.

By Royal appointment to the King and Queen of Spain. Supplied to the House of Lords and House of Commons; supplied to His Majesty's Forces and the Royal Army Medical Corps. Gold Medal Franco-British Exhibition, London, 1908. 7 Gold Medals awarded. Sold by all leading Drug Stores.

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Money in Every Drop

3c is your profit on every glass of Coca-Cola you sell. To carry Coca-Cola and to display signs saying you do can only result in your selling *more* Coca-Cola than any other beverage.

And remember this—Coca-Cola does not draw just from the sale of other beverages, but it creates new sales to people who don't want and wouldn't drink any of the others.

Push Coca-Cola

TRADE MARK REGISTERED

We're pushing it this year to the tune of a $600,000 advertising appropriation. Join us in this push and we'll both make money. Put in *Coca-Cola* and *increase* your soda fountain sales—understand—increase, not just switch your sales from one beverage to another.

Order from Your Jobber TO-DAY

The Coca-Cola Co.

Toronto and Montreal

Whenever
you see an
Arrow think
of Coca-Cola

Coca-Cola
is made in
Canada

PLAY FAIR.

A recent issue of the N. A. R. D. notes had an article in which the editor had his hammer "ready to knock over-priced, under-protected, and cut-rate proprietaries" and his advice to druggists was very similar to that which we referred to in our last issue, as not savoring of honest business policy. He says, "tell your customer if the cut-rate articles had any merit or quality they could not be bought for a song." The Practical Druggist and Review of Reviews takes the official organ of the N. A. R. D. to task, and he says:

Did the writer of the above, in a recent issue of the official organ of the N. A. R. D., realize what he was saying and the inferences which must be drawn from it? It surely is not worthy of an organization and a publication whose repeatedly avowed purpose is to "play fair," for it is not fair play. Go out and knock some one, because that some one's methods of doing business don't exactly suit you, depreciate an article just because the price at which some dealer sells it does not meet with your august approval? Fie, fie, Notes, such knocking will not help you nor the cause. Take the sentence we have italicized above; what is the natural assumption from such an assertion? If an article is sold at a cut price it has no merit, but if it is restored to the full price and put in the—2—4—8 category it is good, and we'll boost it. Is that what you really mean? We hold no brief for any proprietary, but there is some way to establish the worth or worthlessness of an article other than its classification by price. Perhaps the preparations named are all that is bad, perhaps they have value, which category they are to be placed in is not to be determined by any such peurile and fallacious article as quoted. Don't you see the inconsistency and contradictoriness of your plaint, Notes? Play fair.

THE TRUTH ABOUT COCA COLA.

This is the title of a little book that our readers should send for. Not only is it intensely interesting from the standpoint of the instructive matter it contains, but it is so dignified, yet withal so forceful a talk on the wholesomeness and deliciousness of Coca Cola that every druggist who is interested in good advertising literature should read it with care and attention.

All that one need do to secure a copy gratis, is to write the Coca Cola Company, Toronto, or Montreal, for their booklet entitled "The Truth About Coca Cola." We urge our readers to send for this booklet.

Russia leather is the skin of the horse or calf tanned with the bark of the birch, which gives it that peculiar smell which is so grateful to the senses, and seems to preserve it from the attacks of insects.

GUILTY OF FALSE REPRESENTATION.

In our last issue mention was made of the charge brought against Mr. H. H. Lyons, of the Lyons Cut-rate Drug Store, Montreal, of obtaining money by false pretences through the sale of a solution called "Pasteur's Solution of Iron and Manganese Peptonised" in the place of Gude's Pepto-mangan.

Judge Bazin, before whom this case was tried, has found the defendant guilty of obtaining money under false pretences, and said that there were three elements brought out, first, false representation; second, knowledge that it was false, and third, the money was obtained through the false representation. His judgment in part is as follows:

"The defendant is accused of having obtained a total sum of $5.39 from different persons by false pretences. The detailed complaint is that he advertised Pepto-Mangan in different papers as for sale in the three stores carried on by him at 49 cents, and that certain persons, induced by this advertisement, purchased Pepto-Mangan, and were delivered a solution of Peptonate of Manganese and Iron called Pasteur's solution instead. The proof showed that the accused carried on business as a retail druggist in Montreal in three places, where he advertised himself as the King of Cut-rate Druggists, that he had dealt for about twelve years in Pepto-Mangan, which was a medicinal article, prepared and put up by Gude. That this article was not essentially different in composition from the Pasteur's Solution, but the name Pepto-Mangan was invented by Gude and applied to his article alone. The name had been registered and was well known to and recognized by the trade and medical practitioners as the noted Gude's Solution. It sometimes happens that their solutions were prescribed as Pepto Mangan, the word Gude or P.D., meaning Park Davis, but the name Pepto Mangan was Gude's exclusive property.

In some of the cases it had been shown the purchasers knew that they were not getting Pepto Mangan. The learned judge held that the commission of the offence was only prevented by the knowledge of the purchaser, and he could be clearly convicted of the attempt. The accused, therefore, acted fraudulently, and at least attempted the offence charged. Secs. 949 and 951 of the Criminal Code applied to the case, and he had, therefore, to find the defendant guilty of attempting to obtain by false representation by the persons named in the complaint."

The defendant was sentenced to pay a fine of $1.00 and costs or eight days in jail. The costs are estimated to amount to about $80.00.

The counsel for the defence filed papers in appeal with the clerk of the King's Bench and arguments will be heard by Judge Archambault during the June term.

Germany Apothecaries Win.

German apothekers claim to have scored the first victory in their fight with manufacturers of pharmaceutical and chemical preparations, says the Chemist and Druggist. It will be remembered that the former have repeatedly complained of the inroads made upon their profits from prescription work in consequence of the growing habit of manufacturers of placing their preparations on the market ready-packed for use, especially in the shape of tablets, and urging the doctors to prescribe such preparations in "original packages." Another point has been the custom adopted by manufacturers of supplying doctors direct with their new synthetic preparations for experimental purposes. As physicians in Germany are only permitted to use remedies obtained from a pharmacy, and to administer them to their patients in the case of urgency, it is practically illegal for a doctor to present his patients with any remedies for their own use. The Saxony Minister of the Interior has now issued a decree stating that it is not permissible, and constitutes an offence, if other persons than pharmacists in business supply or send to doctors doctors on their part supply persons either in health or sickness with remedies, etc., not obtained from a pharmacy. This precludes the sending of samples direct by manufacturers to doctors in Saxony, and British and American firms would do well to make a note of this decree. A decree to the same effect has also been issuel in Wurtemberg, and it is likely will be followed by other States.

THE UNITED STATES PHARMACEUTICAL MEETING OF REVISION.

The ninth decennial convention of the committee of Revision of the United States Pharmacopoeia was held in Washington, D.C., May 10th to 13th. The following officers were elected for the next decade, 1910 to 1920:

President—Harvey W. Wiley, Washington, D.C.

First Vice-President—N. S. Davis, Chicago.

Second Vice-President—Chas. Caspari, Jr., Baltimore.

Third Vice-President—O. T. Osborne, Connecticut.

Fourth Vice-President—Leo Eliel, South Bend, Ind.

Fifth Vice-President—W. A. Bastedo, New York.

Secretary—Murray Galt Motter, Washington, D. C.

Assistant Secretary—N. P. Barnes, Washington, D.C.

Treasurer—S. L. Hilton, Washington, D.C.

Members Board of Trustees.

James H. Beal, Scio, Ohio.
F. W. Meissner, Laporte, Ind.
W. J. Schieffelin, New York.
George H. Simmons, Chicago.
Henry M. Whelpley, St. Louis.

Revision Committee.

Chairman—Joseph P. Remington, Philadelphia.

Vice-Chairman—C. Lewis, Diehl, Louisville.

Secretary—Chas. H. LaWall, Philadelphia.

The following general principles were adopted by the committee of revision as a guide for the incoming committee in their work:

1. **Scope of the Pharmacopoeia.**—We recommend that the Committee of Revision be authorized to admit into the Pharmacopoeia any medical substance of known origin; but no substance or combination of substances shall be introduced if the composition or mode of manufacture thereof be kept secret, or if it be controlled by unlimited proprietary or patent rights and the list of substances should be carefully selected, with standards for identity and purity, as far as possible. Substances used only for technical purposes should not be admitted to the next Pharmacopoeia, and a statement should be placed in the preface to the effect that standards of purity and strength, prescribed in the text of the Pharmacopoeia, are intended solely to apply to substances which are used for medicinal purposes, or in determining the identity and purity of the same.

2. **Doses.**—We recommend that after each pharmacopoeial article (drug, chemical, or preparation) which is used or likely to be used internally or hypodermically, the committee be instructed to state the average approximate (but neither a minimum nor a maximum) dose for adults, and, where deemed advisable, also for children. The metric system to be used, and the approximate equivalent in ordinary weights or measures inserted in parenthesis. It is to be distinctly understood that neither this convention nor the Committee of Revision created by it intends to have these doses regarded as obligatory on the physician or as forbidding him to exceed them whenever in his judgment this seems advisable; the Committee should be directed to make a distinct declaration to this effect in some prominent place in the new Pharmacopoeia.

3. **Nomenclature.**—We recommend that changes in the titles of articles at present official be made only for the purpose of insuring greater accuracy, brevity, or safety in dispensing, and to eliminate therapeutically suggestive titles. In the case of newly admitted articles, it is recommended that such titles be chosen as are in harmony with general usage and convenient for prescribing; but in the case of chemicals of a definite composition the scientific name should be given at least as a synonym.

There should also be inserted, after each article used by physicians in prescriptions, a carefully considered abbreviated name which may be known as an official abbreviation, in order that uniformity may be established throughout the country, with the object of preventing mistakes in reading and compounding prescriptions, and further, to serve as authorized abbreviations in labelling the store furniture of the pharmacist.

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NA-DRU-CO

ABOUT six months ago a Toronto Druggist with a business running about $160 a week, took up the NA-DRU-CO line and pushed it with vigor. He had been accustomed to selling other lines of goods and had first to convince himself that NA-DRU-CO goods were right. The repeat orders in a short time convinced him that the goods were right, and he became very enthusiastic. The other day he called up and said, "Say, if you want any testimonials for NA-DRU-CO goods, I can get them for you in bunches. That Linseed Licorice and Chlorodyne of yours is the best cough cure I ever handled. Send up three dozen more. I'd take a gross only the summer is coming on."

This same man afterwards stated that his sales of NA-DRU-CO goods were running between $6 and $7 a day. He figured that he was paying his rent and clerk hire out of his NA-DRU-CO profits. Furthermore, it was not guesswork, because he marked down his sales and figured his profit every night.

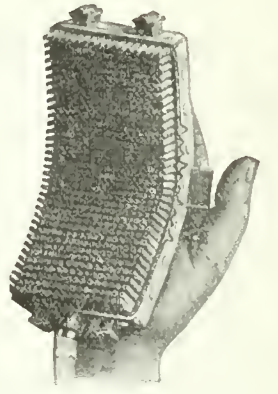
YOU CAN DO THE SAME
GET THE HABIT
SELL MORE NA-DRU-CO GOODS
MAKE MORE MONEY

P.S.—Have you placed your order for "Cascara Bromide Quinine"
If not, act now, and get benefit of special offer.

NA-DRU-CO

TORONTO - HAMILTON - LONDON

Make Big Profits
selling
Knickerbocker Spraybrushes



Knickerbocker
Spraybrush No. 2

Like a Dip at the Sea-Shore

A BATH with the KNICKERBOCKER FOUNTAIN SPRAYBRUSH is as delightful and beneficial as the vigorous splash at the seashore. Each of the hundreds of tiny rubber tubes or "teeth" is converted into a minute fountain or spray, the moment the water is turned on. Ideal for shower, shampoo and massage. Gives more efficient and altogether satisfactory service than $75.00 overhead showers, at only $2.00, $3.00, $4.00 according to style. Supplies a rich man's bath at a price every man and woman can afford

Your Customers

will buy 3 dozen within 60 days They sell on sight and those who buy recommend them to all their acquaintances. Every sale will bring three to five or more.

Our Co-operative Plan

forces instant demand. We furnish sales compelling booklets, display cards, and circulars bearing your imprint with the goods. Send us list of best customers and we will mail strongly written letters, postage paid by us, to them requesting that they call at your store and look over your stock Hundreds of our dealers testify to the effectiveness of this plan.

Absolute Guarantee

Every Spraybrush is absolutely guaranteed—this makes selling easy. Any one who purchases a KNICKERBOCKER SPRAYBRUSH may return it if it is found unsatisfactory within 10 days and purchase price will be refunded. We back up every dealer in making this guarantee to his entire trade.

Big Summer Demand

THE leading dealers in every section of the country are reaping a rich harvest of profits selling this popular summer specialty. We are now filling hundreds of *repeat orders* from those who have placed orders within the last 30 days. "Goods all sold--ship double my last order by express"—this is a sample of the way orders are pouring in daily by wire.

Our Extensive Summer Advertising Campaign

Will send a steady stream of purchasers to every store where our bath-room appliances are sold. Here is the effective list of standard publications we are using to bring valuable business to you:

Everybody's	**Collier's**	**Review of Reviews**	**Literary Digest**	**Progress**
Munsey's	**Scribner's**	**Saturday Evening Post**	**Hampton's**	**American**

The Best Season

To sell Spraybrushes *is here now.* All during the hot summer months sales will be exceptionally brisk.

An Attractive Window Display

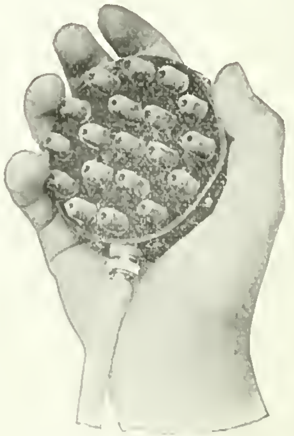
Will quickly sell your first assortment and create a demand for many more. We furnish FREE display cards, illustrated booklets, etc., for advertising—everything needed to make quick sales from the start.

Best Selling Assortments 50% Profit

Assortment No. 1—½ doz Spraybrushes net price $10.75
Retails $16 00. Your profit $5.25, almost 50%.

Assortment No 2—1 doz. Spraybrushes, net price $21 08
Retails $32.15. Your profit $11.07—53%.

Assortment No. 3—3 doz. Spraybrushes, net price $60.02
Retails $96.30. Your profit $36.28—59%.



Shampoo Brush No. 7

With rubber ducts to stimulate finger tips. Gives the ideal massage and shampoo.

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The wholesalers given below can ship any assortment of KNICKERBOCKER SPRAYBRUSHES desired immediately upon receipt of your order. They represent the most progressive and reliable class of jobbers in their respective lines in the country. They take no chances either on quality or salability of merchandise. They know—they test and make sure before buying. The fact that they are distributors of KNICKERBOCKER SPRAYBRUSHES is a sufficient guarantee to you of the goods. Place an order for an assortment through one of the wholesalers below and it will have prompt and careful attention.

National Drug & Chemical Co.
Lyman's, Limited, Montreal.

Let us send you dealers folder and net price list showing liberal profits to you on complete line.

The Progress Company
210 Monroe Street Chicago, Illinois

1. **Synonyms.**—We recommend that the list of synonyms should be enlarged for the next revision, and the synonyms printed in the text of the Pharmacopoeia, immediately after the English name of the substance. A statement should be made in the preface of the Pharmacopoeia, that substances labelled with an official synonym, must comply with the same standards, tests and requirements as are demanded for the official article under any name.

5. **Purity and Strength of Pharmacopoeial Articles.**—We recommend that the Committee be instructed to revise as carefully as possible the limits of purity and strength of the pharmacopoeial chemicals and preparations for which limiting tests are or may be given. While no concession should be made towards a diminution of medicinal value, allowance should be made for unavoidable, innocuous impurities or variations due to the particular source or mode of preparation, or to the keeping qualities of the several articles.

The "Purity Rubric," which limits the percentage of innocuous impurities, as introduced into the Eighth Revision, should be continued, and tests and requirements should be appended to each article carrying a "Purity Rubric."

In the case of crude drugs and natural products, the limits of admissible impurities should be placed at such a figure as to exclude any that would not be accepted by other countries.

6. **International Standards.**—The International Conference for the Unification of Formulas for Potent Remedies performed a signal service for all countries by recommending the various pharmacopoeias of the world to adopt certain standards for potent medicines. It is recommended that the next Committee of Revision adopt these standards, but it is believed that it would be unwise to require the acceptance of the details of pharmaceutical or other processes recommended by the International Conference.

If the finished product conforms to the International standards we believe that each country should be left free to adopt such detail and manipulation as may seem best. Nothing should prevent, however, the adoption of the recommendations of the conference, as to details, if in the opinion of the next Committee of Revision, by so doing, the Pharmacopoeia can be improved.

7. **General Formulae.**—It is recommended that general formulae be introduced, as far as the particular nature of the several drugs will permit, for fluid extracts, tinctures and such other preparations as are made by identical processes, and that the general formula to be followed in each case be merely indicated by reference.

8. **Appending a List of Preparations in which an Official Article is Used.**—It is recommended that, especially for the convenience of practicing physicians, there should be appended after each article in the text a list of the official preparations in which it is used.

A few exceptions may be made to this rule in such cases as water, alcohol, glycerin, sugar, etc.

9. **Alcoholic Percentage in Official Preparations.**—It is recommended that a range of volume content, of absolute alcohol, be stated in the Pharmacopoeia, for each preparation containing alcohol.

10. **Assay Processes.**—We recommend that the Committee be instructed to introduce assay processes for as many of the potent drugs and preparations made therefrom as may be found practicable, provided that the processes of assay are reasonably simple (both as to methods and apparatus required) and lead to fairly uniform results in different hands. As regards the products of such assays, tests of identity and purity should be added wherever feasible.

It is recommended that biological tests or assays, when accurate and reliable, may be admitted.

11. **Serums and other Biological Products.**—It is recommended that serums and other biological products, of approved usefulness, if standardized by the Government or one of the departments, may be admitted to the next revision of the Pharmacopoeia.

12. **Weights and Measures.**—It is recommended that the Committee be instructed to retain the metric system of weights and measures adopted in the Eighth Decennial Revision.

13. **Supplement.**—It is recommended that the Committee of Revision be authorized to prepare a supplement to the Pharmacopoeia at any time they may deem such action desirable.

14. We recommend to the General Committee to make public for comment and criticism an abstract of standards and tests before adoption.

15. **Atomic Weights.**—It is recommended that the system of atomic weights, authorized by the International Committee (0-16), be adopted for the next Revision.

16. **Physical Constants.**—It is recommended that official methods for taking physical constants be inserted in the "Introductory Notices," and these shall apply to all articles in which physical constants are officially used, unless otherwise specifically excepted.

17. **Standard Temperature.**—It is recommended that the standard temperature of 25 deg. C. (77 deg. F.) be retained, and used in the present Revision (except in the case of alcohol) and that a table be inserted in the appendix for corresponding figures at 15 deg. C. (59 deg. F.)

18. It is recommended that the introduction of new compound preparations be discouraged as far as possible.

19. **Pharmacognostical Descriptions.**—It is recommended that, with the description of a crude drug, there be included brief, pharmacognostical descriptions, both macroscopic and miscroscopic where practicable, and there should be added a statement of the appearance of the structural elements in the powder,

when examined microscopically, as a means of detecting adulteration.

20. **Pewdered Drugs.**—It is recommended that in the new Pharmacopoeia, powdered drugs be required to represent the entire drug unless specifically stated otherwise. Where the drug can be powdered without residue this should be required; in other cases the amount of allowable tailings, gruffs, or residue should be determined and inserted in the text.

21. **Diagnostical Reagents.**—It is recommended that there be included in the next Pharmacopoeia, such reagents, with standards for strength and purity, as are needed for the proper execution of tests that are valuable and important in the making of a correct diagnosis.

22. **Date when the next Pharmacopoeia becomes Official.**—It is recommended that the Committee of Revision print upon the title page of the next Pharmacopoeia a definite date, reasonably distant from the actual date of publication, announcing when the new Pharmacopoeia is intended to go into effect and to supersede the preceding one.

23. **Precedents.**—In all matters not specially provided for, in these "General Principles" the rules established for previous revisions, if there are any, should generally be followed.

AMERICAN PHARMACEUTICAL ASSOCIATION.

The 58th annual meeting of the American Pharmaceutical Association was held at Richmond, Va., May 2nd to 6th. The attendance was a representative one, and in numbers about the same as at previous meetings. The president, Dr. H. H. Rusby, of New York, in his address devoted considerable of his time to a discussion of the work of the Association, dealing with various matters in connection with membership; the conditions of pharmacy and how to improve them; the issue between physicians and pharmacists and the place which the National Formulary should occupy in regard to the Pharmacopoeia. He also suggested qualification requirements for wholesale druggists, claiming that a special course in pharmacognosy with a subsequent examination and license should be a requirement of every wholesale drug dealer.

Several valuable papers were contributed by members of the Association, some of which we hope to reproduce for the benefit of our readers.

The following officers were placed in nomination by the nominating committee and the report adopted. The names will be submitted to every member of the Association to be voted on by mail. The nominee receiving the highest number of votes will be declared elected except in the case of nominees for the council in which the three members receiving the highest number of votes will be elected.

For president: J. G. Godding, Boston; F. C. Godbold, New Orleans, and T. Ashby Miller, Richmond.

For first vice-president: A. B. Frost, Minneapolis; W. Bodemann, Chicago, and L. Blakeley, Portland, Ore.

For second vice-president: C. M. Ford, Denver; F. W. Meissner, La Porte, Ind., and F. A. Hubbard, Boston.

For third vice-president: E. Berger, Tampa; J. O. Burge, Nashville, Tenn., and Charles Holzhauer, Newark, N.J.

For members of the council: E. C. Bent, South Dakota; E. H. Ladish, Illinois; J. M. Good, Missouri; E. G. Eberle, Dallas; A. M. Roehrig, U. S. Pub. Life and Marine Hos. Service; George F. Payne, Georgia; Theo. Wetterstroem, Ohio; M. Noll, Kansas, and Otto Raubenheimer, New York.

It was decided to hold the next annual meeting at Boston, Mass., the date of meeting to be decided by the council.

TABLES OF AVERAGE DOSES.

By Albert Schneider in the Pacific Pharmacist.

Students of medicine, pharmacy and dentistry have great difficulty in familiarizing themselves with the doses of drugs. To actually memorize the dose of every pharmaceutical preparation is absolutely impossible and any such attempt will certainly prove disappointing. The following tables will serve as valuable aids to students of materia medica. It must of course be kept in mind that there are numerous exceptions to any rule, but it is believed that if the student will fix in the mind the general tables here given he will be enabled to easily acquire the ability to remember the more specific dose of each and every one of the vast number of pharmaceutical preparations used as curative agents. The following are the groups of drugs with the average doses for adults:

Group I

Powerful Vegetable Drugs

Crude drug or the powder, 1 to 3 grains.

Active constituent or alkaloidal salt, 1-150 to 1-100 grain.

Extract (soft or powdered), 1-8 to 1-6 grain.

Tincture and fluid extract (U.S.P.), 5 minims.

The following are the most important drugs belonging to this group:

Aconite
Belladonna
Capsicum
Cocculus
Colchicum
Colocynth
Conium
Convallaria
Delphinium
Digitalis
Duboisia
Ignatia
Lobelia
Nux vomica
Physostigma
Sabadilla
Scopola
Staphisagria
Stamonium
Strophantus
Tobacco
Veratrum album

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Quality counts, but quality combined with profit counts still more to the retailer. Without quality no article can be permanently popular and even then unless the other essential, profit, is present, no one feels encouraged to push its sale, for druggists, like the rest of humanity, do not pose entirely as public philanthropists.

The other important factor from a druggist's standpoint is to make his name a household word in his locality and in order that he may accomplish this, all preparations of well known merit should bear his imprint, thereby preserving the identity of himself and that of his store, and by this means advertise the business for which he has so long and faithfully labored.

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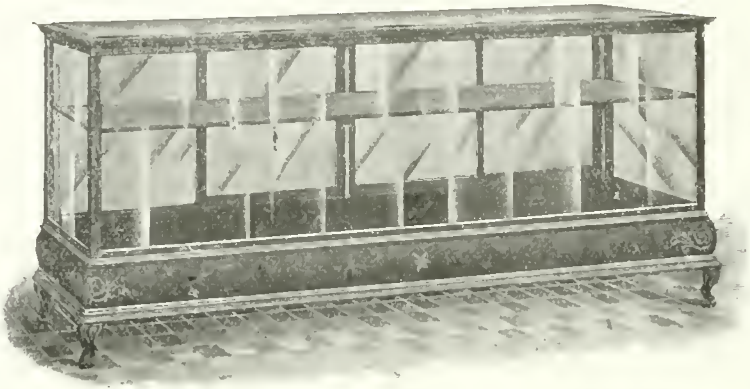

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Hyoscyamus Veratrum viride

Poisonous weeds generally, whether used medicinally or not, may be included in this group.

Group II

Vegetable Drugs Not Very Powerful or Poisonous—The Common Vegetable Drugs.

Crude drug or the powder, 15 to 30 grains.

Active constituent or alkaloidal salt, 1-8 to 1 grain.

Solid extract, 2 to 4 grains.

Tincture and fluid extract, ½ to 1 dram.

Infusions, teacupful.

For the above considerable latitude should be allowed. Such drugs as hydrastis, leptandra, rhubarb, gentian, grindelia, tansy, matricaria, etc., belong to this group.

Group III

Compound Vegetable Powders, Spices, Non-toxic Salts, etc.

To this group belong astringent vegetable powders; compound vegetable powders; bitter vegetable tonics; aromatic vegetable powders; spices (excepting capsicum); chloral hydrate; sodium, potassium, magnesium, ammonium, bismuth and iron salts; salts of vegetable acids; resins; gums; digestive ferments; coal tar derivatives, as antikamnia, etc.

Average dose is about 5 grains.

Group IV

Toxic Mineral Salts.

Phosphorus, arsenic, arsenical salts, arsenites, cyanides, corrosive sublimate, chloride of gold.

Average dose is 1-100 to 1-50 grain.

Group V

Astringent Mineral Salts, Etc.

Zinc salts, lead salts, copper salts, alkaloidal salts of opium.

Average dose is 1-6 grain.

Group VI

Acids and Volatile Oils.

Powerful vegetable and mineral acids, volatile oils, croton oil, carbolic acid, cresol, creosote, creolin (hydrocyanic acid excepted).

Average dose is two drops well diluted in some suitable menstruum.

BOOKS AT REDUCED PRICES.

We have a number of books, some of which are somewhat soiled from exposure to dust, etc., which we will sell at reduced prices, including the following:—

Coblentz Materia Medica, 2nd edition	$3.00
Caspasis Pharmacy, 3rd edition	3.00
Pharmacopedia (White & Humphrey)	3.00
Culbreth's Materia Medica, 2nd edition	2.50
Bartley's Medical Chemistry, 5th edition	2.00
The Art of Dispensing, 6th edition	1.00
Proctor's Pharmaceutical Testing, 2nd edition	1.00
Diseases and Their Remedies	.50
Stewards Compend of Pharmacy	.60
Minor Ailments	.50

These will be sent post paid on receipt of price.

Correspondence

We do not hold ourselves responsible for the opinions of our correspondents. All our readers are invited to make use of these columns for anything of a general interest to the trade.

"PEPTO-MANGAN."

The Editor Canadian Druggist, Toronto, Ont.:

Dear Sir,—We are instructed by Messrs. M. J. Breitenbach Co. to draw your attention to an article which appeared on page 302 of the issue of your journal of the current month relative to the Pepto-Mangan case, and to request you, inasmuch as said article is inaccurate and misleading, to correct the same. At least, the article gives the impression that instead of a package of "Pepto-Mangan" Pasteur's Pepto-Mangan was handed out to buyers of "Pepto-Mangan." The court held that there was only one Pepto-Mangan and that the same was a trade-mark article—the exclusive property of Dr. Gude & Co., of Leipzig, Germany, and the article is put upon the Canadian market through the agency of Messrs. the Leeming Miles Co., Limited, sole agents for Canada.

Furthermore, the court record shows that the Pasteur's Solution in question in the case is labelled "Pasteur's Solution of Iron and Manganese Peptonized," manufactured in Montreal by the Pasteur Chemical Company. The defendant Lyons claimed that this solution was Pepto-Mangan, but the judge disposed of Lyons' theory, as pointed out above and by saying in the final words of his judgment, delivered on the 2nd May inst., that the theory was false.

We should thank you for remedying the false impression created by the aforesaid article and, at least for inserting the present letter.

Thanking you in advance, we remain,

Yours truly,

THE LEEMING MILES CO., Limited.

ENLARGING PORTIONS OF A PHOTOGRAPH.

Ridgetown, May 10, 1910.

The Canadian Druggist,—

Dear Sir,—Being a reader of your paper, the "Canadian Druggist," of which the photography section forms a very interesting part, will you please print through your paper how to enlarge a particular object, such as a tree, cob of corn, cabbage, etc., so that when figures are introduced the object looks 10 or 20 times larger than normal.

Hoping that this will not put you out any, as I see you never answer photographic queries, I remain

Respectfully yours,

JNO. A. KENNEDY.

Answer.—The freak photo postals are printed from what might be called a manufactured negative. That is, the negative is not one direct negative taken off the scene or view, but is the result of the prints from two or more negatives correctly matched and joined together, and completed by drawings and any other art work that may be necessary.

ONTARIO COLLEGE OF PHARMACY.

Examination Results.

Mr. C. R. Vail, of Simcoe, is the winner of the John Roberts Scholarship and the college gold medal at the qualifying examinations of the Ontario College of Pharmacy. Mr. Vail also carried off the John Roberts' medal, but which, by reversion, goes to Mr. J. E. Faskin, Port Dover. The results are as follows:—

The John Roberts' Scholarship—C. R. Vail, Simcoe.

The John Roberts' medal—C. R. Vail, by reversion to J. E. Faskin, Port Dover.

College gold medal—C. R. Vail, Simcoe.

College silver medal—H. A. Switzer, Hanover.

D'Avignon medal—D. S. Johnston, Ottawa.

Pharmacy medal—C. R. Vail and L. L. Springsted equal, by reversion to L. L. Springsted, Toronto.

Chemistry medal—John Burgess, Port Hope.

Materia Medica medal—H. A. Switzer, by reversion to Geo. L. Buckham, Ottawa.

Botany medal—H. A. Switzer, Hanover.

Honor List in Order of Merit.

C. R. Vail, Simcoe; H. A. Switzer, Hanover; J. E. Fasken, Port Dover; John Burgess, Port Hope; C. W. Liddle, Toronto; L. L. Springstead, Toronto; F. D. Fraser, Brantford; H. L. Whiteman, Hensall; H. T. Howe, Meaford; J. D. MacMillan, Finch; G. L. Elwin, Owen Sound; J. F. Willis, Aurora; Percy Yeo, Medicine Hat, Alta.; W. G. Robertson, Dundas; W. G. Ionson, Ingersoll; N. G. Brittin, Welland; A. J. McAuley, Gore Bay; G. L. Buckham, Ottawa; D. S. Johnston, Ottawa; C. L. Guest, Barrie; J. F. Cassidy, Ottawa; F. M. Haffey, Tottenham; R. Work, Brussels; C. B. Norton, St. Thomas; Miss E. Esther Davis, Hamilton; L. H. Wilson, London; J. R. Crosby, Highgate; LeRoy Louks, Walkerville; W. A. Harkness, Sarnia; G. L. Mabee, Trenton; J. W. Worden, Trenton; J. W. Fahrner, Morriston; J. L. Standish, Lacombe, Alta.; F. W. Pentz, Hantsport, N.S.; J. J. Dalley, Brockville; G. A. James, London.

Pass list.—Bert. Aaronson, Victoria, B.C.; Orlando A. Baker, Owen Sound; E. Roy Bannatyne, London; J. Harry Best, Campbellford; Edward J. Bowlby, Watford; Lymon Albert Brown, Tottenham; Maclem Pettit Brown, Waterford; Henry Benjamin Burr, New Westminster, B.C.; Alexander Allan Carmichael, Calgary, Alberta; Andrew Dale Chipchase, Guelph; Victor Elwood Christilaw, Blind River; Richard Thomas Snow Cook, Grand Forks, B.C.; Seymour Cornwell Cooper, Lion's Head; Albert E. Cunningham, Vancouver, B.C.; Percival J. Dunnigan, Warkworth; George Clarence Ellenton, Orangeville; Thos. Henry Gray, Paris; William P. Graydon, Edmonton, Alberta; Harry Chas. Hayhow, Stratford; Wm. J. Herrington, Saskatoon, Sask.; Thomas G. Jordan, Dutton; Herbert H. Knapton, London; William L. Linton, Woodstock; J. A. Longfield, Neepawa, Man.; Wm. Walter Loucks, Clarksburg; Brock R. MacKenzie, Guelph; Elmer John Madill, Caledon East; Lewis Lloyd Miller, Brantford; J. A. MacDonald, Toronto; F. A. McGachie, Woodstock; John O. Neave, Nanaimo, B.C.; C. A. Pengelley, Port Hope; S. J. Shuttleworth, Toronto; J. A .Smith, Brussels; A. H. Stirling, Ridgetown; G. R. Watson, Dauphin, Man.; Norman B. West, Bradford; Jas. R. Wightman, Sarnia; H. O. Wilson, Waterford; W. A. Woodhouse, Dundas.

Passed in five subjects—J. P. Cullen, Ottawa, dispensing, prescriptions, practical chemistry, pharmacy and practical pharmacy; E. A. Hiscocks, Vancouver, B.C., dispensing, prescriptions, pharmacy, practical pharmacy and materia medica; W. J. Stephens, Weston, dispensing, prescriptions, pharmacy, practical pharmacy and materia medica; W. J. Packham, Alliston, dispensing, prescriptions, pramacy, practical pharmacy and botany; Robert Fairbairn, Mount Forest, dispensing, prescriptions, pharmacy, practical pharmacy and practical chemistry.

Passed in one subject only—C. S. Perry, London, dispensing; G. A. Morrison, Orangeville, theoretical chemistry; G. S. Gordon, Toronto, botany; C. E. Cairns, Woodstock, prescriptions.

ONTARIO COLLEGE OF PHARMACY.

The following were the papers submitted at the senior examinations, May, 1910.

PRESCRIPTIONS.

Examiner:—J. A. Cairncross.

Time allowed, - - Two Hours.

1. Elinor Whitney.

℞. Acid. Arseniosi................grs. ii
Quinia Hydrochlor.............ʒi
Vallet's Mass...................q.s.
M.

Div. in pil. no. LX.

Sig. One, t.i.d., p.c.

(a) How would you prepare the above prescription?

(b) State the difference between Acid Arsenious B.P. and ordinary Arsenic.

(c) About how much Vallet's Mass would you use? What is its composition?

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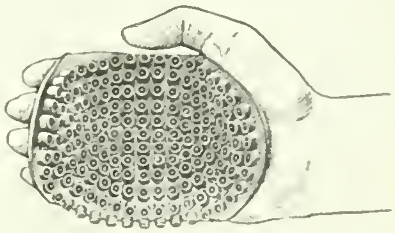

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Write for prices and our catalog of Druggists' Tubing and Rubber Sundries

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One of Our Specialties

We list it and label it as Chocolate Syrup. Perhaps you are in the habit of calling it Prepared Chocolate or Chocolate Paste.

This product is unique, being manufactured solely and specially for the Soda Fountain trade.

It is made from a careful blending of the finest Cocoa beans in such a manner as to secure the greatest possible strength, richness and delicacy of flavor.

The utmost care and skill is exercised in the roasting, grinding and other processes of manufacture, thus eliminating all objectionable features so often found in other brands of Chocolate or Cocoa.

It contains no excess of Cocoa butter and is pure, rich and smooth, fully up to the "True Fruit" standard of quality.

In perfecting this product we have kept in mind the fact that Chocolate is one of the most popular flavors at the fountain, and our Chocolate Syrup will enable you to further increase the popularity of this flavor at your fountain.

No more expensive, but much more convenient than to make your own Syrup from the powder, although we furnish either as desired.

Very few dispensers of Soda Water have the necessary facilities for making a satisfactory and uniform Chocolate Syrup from the powder.

Considering uniformity and the time it takes to make it, which he can generally use to greater advantage and profit in looking after the service at the fountain, we believe any dealer will save money in buying our Chocolate Syrup, which is always uniform and ready for immediate use.

This is an important consideration in case the supply at the fountain becomes exhausted on a busy day.

It is always well to have a case of our Concentrated Chocolate Syrup on hand for an emergency.

REMEMBER

If one person tells a friend that they had a delicious glass of soda at your fountain, it will do you more good than twenty-five half pleased customers.

ASK YOUR JOBBER

J. HUNGERFORD SMITH CO., Limited

Manufacturers "True Fruit" Soda Fountain Requisites
TORONTO, ONTARIO

2. State how you would prepare the following prescriptions and extend into full Latin:

℞. Bis. Sulcarb. .... ℥i
Cer. Ox. .... ʒii
Pulv. Tragac. .... q.s.
Tr. Gent. Co. .... ℥ss
Spts. Chloroform. .... ʒv
Aquae Anethi, ad. .... ℥viii
M.

Sig. Fiat mistura, cujus sumantur cochlearia tria magna post singulus dejectiones liquidas.
F.R.E.

3. Berenice McNab.

℞. Lin. Camphor. .... ℥iss
Lin. Saponis Co. .... ℥iiss
M.

Sig. Fiat Linim. quacum fricetur pars affecta ter quaterve indies.

(a) Extend into full English. Give ingredients of both liniments.

(b) Describe the appearance of the mixture when finished.

(c) If Lin. Camph. Co. had been used instead of the Lin. Camphor, what effect would be produced?

(d) Give two reasons why prescriptions should be written in Latin.

4. ℞ Ammon. Chloridi .... 8.
Codeia Phos. .... .40
Ant. et Pot. Tart. .... .065
Syrup. Scillae. .... 16.
Syrup. Senegae .... 12.
Aquae Distillatae ad .... 128.
M.

Sig. ʒi without water, 3 or 4 times a day and at bedtime.

Re-write the prescription above and state in grains, drachms and ounces the exact quantities you would use.

If you found you only had T. T. Codeia Phos. grs. 1/8 in stock, how many of these would you use? Show work.

5. Write a prescription in abbreviated Latin for an eight ounce mixture containing maximum doses of the following, Sod. Bicarb., Tr. Digitalis, F. E. Ergot, Spts. Chloroform, Glycerin pur., and Peppermint Water sufficient quantity. Make the directions read, one tablespoonful in a little water, three times daily, immediately before meals.

6. Give maximum doses of the following:

Ether Sulph.	Potassium Nitrate.
Spts. Ether Sulph. Co.	Copper Sulph.
Spts. Ether Nit.	Salol.
Apomorphia.	Pulv. Ipecac Co.
Acid Salicylic	Hydrarg. Subchlor.
Silver Nitrate.	Tr. Opii Sed.
Tr. Hyoscyamus.	

(a) Name twelve important poisons in Part I, Schedule A and also twelve in part 2

(b) What is the necessary procedure in selling Carbolic Acid, Chloral, and Alcohol

7. ℞ Ext. Hamamelis 2.4
Ext. Opii 1.2
Acid. Gallici 4.8
Olei Theobromatis .... 24.
M.

Div. in suppos. no XXIV.
Sig. Use one every other night.
C. S. Moore.

(a) Describe carefully how you would prepare these.

(b) How many grains of Ext. Opium and Acid Gallic in each suppository?

(c) How many grains of Morphine [illegible]ch?

8. Explain the term "INCOMPATIBIL[illegible]" as applied to medicines and illustrate with three prescriptions, two to be written in English and one in correctly abbreviated Latin, pointing out in each case, the incompatibility and its cause.

9 and 10. Oral Examination.

DISPENSING.

Examiner:—T. N. Sampson.

Time allowed - - Three Hours.

N.B.—Candidates will dispense the following prescriptions with neatness, accuracy, and dispatch, labelling and finishing the medicines as if designed for patients. The order and cleanliness with which the candidate does his work, as well as the condition in which the dispensing desk with its utensils is left, will be rated.

Candidates will place the number and pseudonym assigned them on label of each prescription dispensed.

1. ℞ Salol .... gr. xx.
Olei Olivae .... ʒiss
Misce et divide in capsulas decem.
Sig. Unam quaque quarta hora capiat.

2. ℞ Olei Ricini .... ʒvi
Pulv. Acaciae .... q.s.
Ol. Menth. Pip .... m v
Syrupi .... ʒii
Aquam .... ad ℥ii
Emulsionem fac.
Sig. ʒi (s) q.i.d. exaq. s.

3. ℞ Ferri Sulphatis, Exsicc .... ʒss
Sodii Carbonatis, Exsicc .... ℈i
Pulv. Acaciae vel Tragacanthae .... q.s.
Glycerin. Glucosi .... q.s.
fiat massa et divide pilulas decem.
Sig. Una vel duae nocte maneque, statim post cibum.

4. ℞ Ac. Tannic .... gr. iii
Ext. Belladonn .... gr. ss
Olei Theobromatis .... gr. xv
fiat suppositorium, et mitte tales quinque.

Sig. Utere uno, nocte, pro ne nata.

5. R Potassii Chloratis..................gr. x
Acidi Hydrochlorici................m xv
Aquam..........................ad ℥iv
Misce, fiat solutio.
Sig. Cochleare medium ex Aquae ℥ii, omnibus duabus horis.

PHARMACY.

Examiner:—F. R. Curry.

Time Allowed - - Two Hours.

1. Give the Official Latin Titles of the following preparations:
   (a) Blue Pill
   Blue Ointment
   Grey Powder
   Scott's Dressing
   Citrine Ointment
   Black Wash
   Yellow Wash
   Donovan's Solution
   Plummer's Pill
   White Precipitate
   (b) State how the first three are made and give the percentage of Mercury in each.

2. Syrups. Define and write notes about the proper preservation and storing of Syrups. What advantages are claimed for Syrups made by the cold percolation process?
   Outline briefly the process for making Syrup of Calcium Lacto-Phosphate and Syrup of Wild Cherry Bark.

3. Define Repercolation. State its advantages as a means of extraction, and name an official product in which the process is used.
   State the cases in which extraction by maceration is preferable to gravity percolation.

4. Give the quantity of active ingredient in one pint of each of the following:
   (a) Quinine Wine, Syrup of Ferrous Iodide, Lime Water, Fowler's Solution, Antimonial Wine.
   (b) Give the weight of Chloroform contained in one pint of Liniment of Chloroform, and the quantity, in grains, of Strychnine in one Litre of Tincture of Nux Vomica.

5. Describe fully the preparation of (a) Green Extract of Hyoscyamus, (b) Extract of Ergot.
   What menstruum is used in making Liquid Extract of Male Fern?

6. What is the difference between Light and Heavy Magnesia? How would you prepare each of these from Epsom Salts and Sal. Soda.

7. Define Volatile Oils and Fixed Oils. Describe the general methods (with examples) employed in preparing the former. Give tests for adulteration of Volatile Oils with Fixed Oils or Alcohol.

8. Define the following: Sublimation, Dessiccation, Precipitation, Crystallization and Dialysis.

9 and 10. Oral and recognition of Specimens.
Describe briefly a Vacuum Pan.

PRACTICAL PHARMACY.

Examiner:—W. W. Gibson.

Time Allowed - - Three Hours.

1. Liquor Arsenicalis.
   Arsenious Anhydride...... 5 grammes
   Potassium Carbonate...... 5 "
   Compound Tincture Lavender..16 c.c.
   Distilled Water......sufficient quantity
   Heat the Arsenious Anhydride and Carbonate of Potassium with 250 c.c. of distilled water in a litre flask until a clear solution is obtained, then cool and add Compound Tincture of Lavender and sufficient distilled water to produce 500 c.c. of the solution.
   Prepare 100 c.c. Liquor Arsenicalis according to the above formula and directions.

2. Sodium Phosphas Effervescens.
   Sodium Phosphate (in Xtals)..20 grains
   Sodium Bicarbonate . . ..20 grains
   Tartaric Acid . . ..12 grains
   Citric Acid . . .. 8 grains
   Prepere according to the above formula a granular Effervescent Salt and exhibit the same in a w. m. bottle.

3. Unguentum Hydrargyri Nitratis.
   Mercury.................... 4 grammes
   Nitric Acid................12 c.c.
   Lard.......................16 grammes
   Olive Oil..................28 grammes
   Dissolve the mercury (without aid of heat) in the Nitric Acid, agitating gently from time to time. Heat the Lard and Olive Oil together on sand bath, so that the mixture when transferred to an earthenware jar (capable of holding ten times this quantity) shall be at a temperature of about 290° F. or 143.3° C. Add the cold mercurial solution to the Lard and Olive Oil gradually, stirring constantly to promote disengagement of the fumes. After frothing has ceased, the mixture should have a temperature of not less than 200° F., must be stirred constantly until it is cold. The resulting ointment should be firm in consistence and of a pale lemon yellow color.

MATERIA MEDICA.

Examiner:—J. S. Armitage, Phm.B.

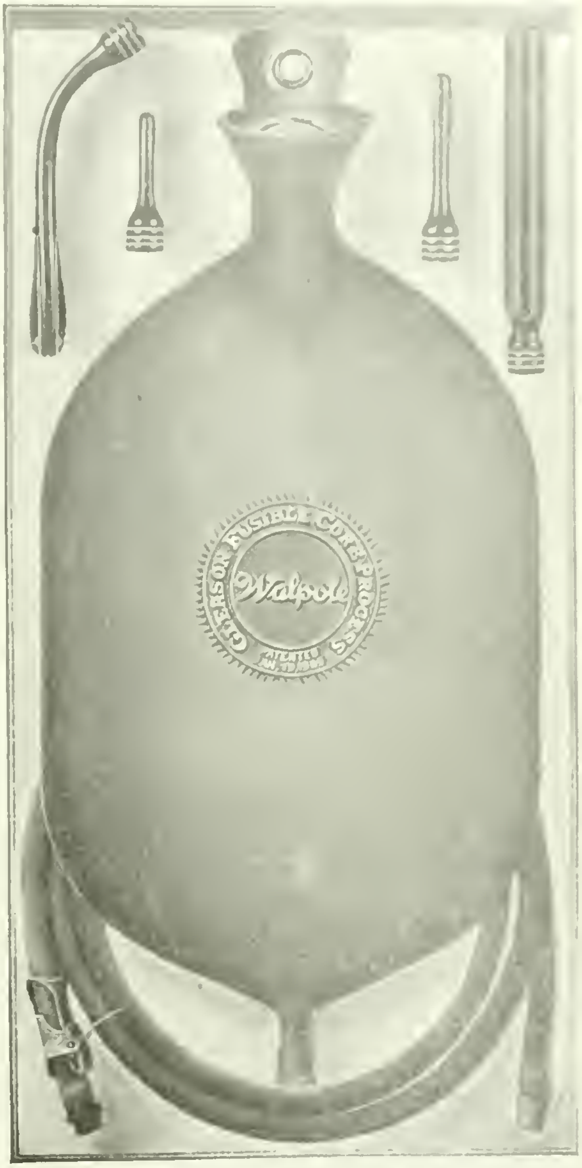
Time Allowed - - - Two Hours.

1. (a) What is Pharmacognosy and why should a Pharmacist have some knowledge of it? (b) What is meant by "Characteristics of Drugs?" (c) What are the ordinary constituents of Drugs?

Pepsin.

2. (a) What is it? (b) From what obtained? (c) Describe it. (d) Explain fully how it is prepared? (e) What are its medical properties and dose? (f) How should it be

An Unequalled Combination



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National Licorice Company
MONTREAL

kept and why? (g) What are its official preparations?

3. Point out the difference in the physical appearance of the following:
   Buchu Leaves from Uva Ursi Leaves.
   Fennel Seeds from Ainseed.
   Cinchona Bark from Cinnamon Bark.
   Serpentary Rhizome from Valerian Rhizome.

Senna.

4. (a) Give different varieties? (b) Natural order? (c) Habitat? (d) What are its constituents, and which is the active one? (e) What are its official preparations and their doses?

5. (a) What are the official common names, and (b) What part or parts are official, of the following:—
   - Uncaria Gambier, Papaver Somniferum, Sarguisnga Medicinalis, Convolvulus Scammonia,
   Chondrodendron Tomentosum.

Nux Vomica.

6. (a) What is it? (b) From what obtained? (c) Natural order. (d) Habitat. (e) Describe it. (f) Mention two of its principal constituents. (g) Give its medical properties. (h) Give its official preparations. (i) Give antidotes, if any.

7. Give the botanical and geographical source and method of collection or preparation of each of the following:—
   Theobroma, Guaiacum Resin, Tamarinds, Balsam Peru, Castor Oil, Tragacanth.

Sarsaparilla.

8. (a) Give habitat. (b) Natural order. (c) What part of plant is official? (d) State how collected. (e) Name different varieties and show how they are distinguished, and state which are official. (f) Medical properties. (g) Official preparations and their doses.

9 and 10. Oral examination and recognition of specimens.

THEORETICAL CHEMISTRY.

Examiner:—M. R. MacFarlane, Phm.B.

Time Allowed - - Two Hours.

1. Define Acid Salt, Multiple Proportion, Saponification, Dissociation, Amine, Amide, Ester.

2. What is Allotropism? Illustrate by means of sulphur at 500° C. Sulphur is represented by S_6. At 1000° C. S_2. Explain.

3. Complete the following equations naming the factors and products in each:
   (a) $Cu + HNO_3 =$
   (b) $Hg\,O + Heat =$
   (c) $K\,Br + H_2\,C_4\,H_4\,O_6 =$
   (d) $Fe_2\,Cl_6 + H_2\,S =$
   (e) $K_2\,Cr_2\,O_7 + H_2\,SO_4 =$
   (f) $C\,Cl_3\,COH + KOH =$

4. Give a short account of the Chemistry of Bismuth.

5. Distinguish between an Aldehyde and a Ketone. Describe the preparation and properties of the Aldehydes.

6. Write a short account of the Chemistry of Glycerine, Hydrocyanic Acid, Sulfonal.

7. (a) Give preparation of the Chlorides of Mercury from Mercury.
   (b) How much Potassium Iodide must be poured into a solution of 542 grams of Mercuric Chloride, and how much Mercuric Iodide is formed.
   $Hgcl_2 + 2KI = 2Kcl + HgI_2$ Hg = 200, I = 127, K = 39, Cl = 35.5.

8. IX. X. Oral.

PRACTICAL CHEMISTRY.

Examiner:—A. Moir, M.D.

Time Allowed - - Three Hours.

1. A is a sample Salt. Determine Acid and Base present.

2. B is an insoluble Salt. Determine the Base present.

3. Make a thorough Analysis of the Bases present in the mixture submitted.

The work must be neatly tabulated, and where important reaction takes place the chemical equation must be given.

BOTANY.

Examiner:—P. Bawden.

Time Allowed - - Two hours.

1. Explain the Natural System of Classification.

2. Sketch a complete flower showing an adnate anthes.

3. Show by a drawing the histological structure of a leaf.

4. Name the general characters of Bryophyta and mode of reproduction.

5. Name the different means by which self fertilization is prevented in flowering plants.

6. Define the following terms:

Cleistogamy.	Raphides.
Hesperidium.	Fibro Vascular Bundles.
Hypogynous.	Entomophilous.

7. Oral.

B. C. PHARMACEUTICAL ASSOCIATION SEMI-ANNUAL EXAMINATIONS.

The Board of Examiners of the B. C. Pharmaceutical Association met in Vancouver on the 6th and 7th ult. Mr. John Cochrane, Victoria, was elected Chairman of the Board. The following is the list of the successful candidates:

SENIOR.

Passed—

T. G. Allan, Victoria; G. S. Brown, Vancouver;

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W. T. Boardman, Vancouver; W. L. Calderbank, Vancouver.

Passed in part subjects

. M. W. Copeland, Vancouver; H. F. Dack, Vancouver; Jas. Harcus, Vancouver; W. L. Torrance, Vancouver; J. H. Walford, Vancouver.

JUNIOR.

Passed—

Holmes Pineo, Atlin.

Passed in part subjects—

H. Battson, New Westminster; H. Shannon, Vancouver; K. B. Dalby, Vancouver.

The Board of Examiners recommended registration as follows:—

As Licentiates:

John M. White, G. S. MacWilliams, A. T. Harper, A. B. Learn, A. U. Weberg, W. H. Kilgour, Albert Bedford, P. M. Cochrane, R. H. Quinn, Frank Inglis, A. J. Tyson, W. J. McCutcheon and J. R. Darling.

As Certified Clerks:

P. M. Elder, R. W. McKinnell, C. C. Chittenden, H. D. Neve, W. S. Calderbank, R. S. Ritchford, J. G. Grant, L. W. Bell, W. C. R. Allan, and that D. F. McNab be registered when he produces his Illinois qualification papers.

As Apprentices.

Lew Pineo, Frank Hartling, W. L. Torrance, A. B. Reeder, R. C. White, H. C. Betts, Alex. McLennan, M. McGreer, Odinn Thorsteinson, F. H. Tennant, G. H. Brown, H. B. McEwen, and that the following be registered subject to conditions as stated:

A. Allardyce, subject to production of Latin qualification;

H. C. E. Anderson, upon production of British registration papers;

C. V. Orme, upon production of certificate as to standing in Latin from Principal of High School in Ontario;

A. W. Scott, upon production of proper certificates;

Geo. H. Arnold, upon production of papers as to qualification and registration fee and granted privilege of taking Licentiate Examination.

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One of the firms who deserve co-operation in the sale of their products is the Dr. Miles Medical Co., Elkhart, Ind., who for seven years with their price-protected plan have brought to druggists hundreds of thousands of dollars in profits. This firm have always actively sought the co-operation of the retail drug trade and have granted them a reasonable profit on their goods.

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The 42nd annual meeting of the Montreal College of Pharmacy was held in the college building, 155 Ontario street, on Friday, May 6th, at 3 p.m., a goodly number of members being present. Mr. David Watson, president, occupied the chair with Mr. W. H. Chapman as vice-president, and E. Muir secretary-treasurer on his right and left. The chairman opened the meeting by calling upon the secretary to read the minutes of the last annual meeting also the annual report and treasurer's financial statement for the past year, together with the treasurer of the building committee report, the former of which showed a balance of cash on hand of $50.00 and the latter a balance of $296.27. The president in his annual address reviewed the financial and educational affairs of the college and expressed the hope that during the next two or three years more students would present themselves, as the fact that the lectures in all subjects being given in both French and English, should ultimately prove a successful feature of the college, thereby gaining a larger and better support of the students in pharmacy. The college property has proved a sound investment and a very substantial asset. The prizes, diplomas and certificates gained were then presented to the successful students as follows: Miss Georgianna St. Georges, gold medal and book for 1st and 2nd years chemistry; Miss Yolande Gauthier, honor certificate, 1st and 2nd years chemistry; Mr. Wm. Allaster, college diploma and honor certificates in chemistry, materia medica and botany, and Mr. H. N. Holland, book prize and honor certificate in botany.

A very gratifying feature of the meeting was the substantial offer made by Dr. Henri St. Georges, Professor of Chemistry, of two silver medals and three bronze medals to be competed for each year.

The election of the Board for the coming year resulted as follows:—David Watson, president; W. H. Chapman, vice-president; E. Muir, secretary-treasurer, with J. E. Tremble, C. J. Covernton, Thos. R. Goulden, Leo. G. Ryan, Dr. J. M. Aument, W. S. Stone, A. B. Scarff, M. Albert and Edmor Benard.

PRESENTATION.

A presentation of a club bag was made to Walter Mahler, of the staff of Rapley & Co., druggists, Strathroy, Ont., on the occasion of his leaving for the Canadian West.

PHARMACEUTICAL ASSOCIATION OF MANITOBA.

RECTE ET SUAVITER

The following are the papers submitted at the major examination, April, 1910:

PRESCRIPTIONS.

Time, 2 hours. M. Westaway, Examiner.

1. Give B.P. doses of the following:—Acid Hydrocyanic, Syr. Ferri Iodide, Tr. Stropanthus, Lithia Cit., Sal Rochelle, Sulphur Sub., Bismuth-Subnit., Podophyllin, Lead Acetate, Mercurous Chloride, Mercuric Chloride, Pepsin and Acid Sulph. Arom.

2. (a) How soluble are the following in water at 60° F.? Soda Bicarb., Soda Carb., Soda et Pot. Tart., Quinine Sulph., Acetanilid, Pot. Hydras., Pot. Acetas, Pot. Bicarb., Ammon. Carb., Ammon. Mur., Iodine and Iodide of Potassium.

(b) How soluble is Carbolic Acid, and what strength may be sold indiscriminately? How may this be prepared?

(c) What is solution by intervention? Give an example.

3. A drug clerk being ordered to prepare a pint solution of Pot. Permanganate, one grain to an ounce, by mistake made it one gramme. How much was used and how much should havè been?

4. Translate into English and show mode of dispensing:

℞. Pot. Chlor....................ʒiss.
H. C. L. C. P.................gutt. xv.
Aq. Dist. ad...................℥viii
Sig. ft. Garg.
℥ss ex Aq. Fervens q. 4 h.

5. In making solutions of: Pot. Permang., Argent Nit., Saponis and Plumbi Acetas, what solvent is required to give the best results? State in each case why.

6. By combining the following, what familiar preparation is produced? Give the different steps to be observed, and what chemical incompatibility is encountered?

℞. Soda Bicarb...................ʒi
Soda Bibor.....................ʒiss
Ac. Carbol.....................Mxx
Glycerine......................ʒiv
Aq. distil. ad.................℥vi

7. Translate into Latin:—

(a) Let the patient take a dessertspoonful of the mixture three times a day and at the hour of sleep.

(b) Extend into full Latin and translate:—

Cap. Dieb. Alt. Ft. Chart xii
Garg. Hor. Som. Ut.
Dict. Si non Val.

PHARMACY.

Time 2½ hours. Examiner, C. W. Campbell, Phm.B.

1. Spiritus Aetheris Nitrosi. Give its ingredients, method of preparation, strength and how determined, impurities and how tested for, effects of careless storing, proper method of storing, changes due to age, incompatibilities and how some of them may be prevented.

2. Give a method for determining the presence of an alkaloid in a plant drug. Why are the official preparations of certain plants assayed and standardized to a definite alkaloidal content.

3. Describe briefly the process of assaying Opium.

4. Define briefly Precipitation and state the objects of the process. How are heavy precipitates obtained? Name the official precipitates obtained through chemical re-action, and specify the articles used in making them.

5. A certain drug contains gum, albumen, pectin, tannin, sugar, starch, volatile and fixed oil, resin, chlorophyll, cellulin, and an alkaloid; mention the constituents that would be removed by extraction with (a) ether, (b) cold water, (c) boiling water, (d) rectified spirits.

6. Define the terms Elutriation; Fractional Distillation; Calcination; Titration, and Trituration.

7. What quantity of each of the following preparations should represent one grain of Anhydrous Morphine: (a) Powdered Opium, (b) Dovers Powder, (c) Aromat. Chalk Powder with Opium, (d) Tinct. Camph. Co., (e) Pulv. Kino Co., (f) Pulv. Opii Co., (g) Ung. Gallae cum Opio.

8. How much Potassium Iodide would you use in making ⅛ of a litre of saturated solution of this salt? Give your answer in the metric system.

How much will it cost to manufacture 5 Troy pounds of Compound Acetanilide Powder, assuming the cost of the ingredients to be as follows:

Acetanilide....... .30c per Avoird lb.
Caffeine Cit.........3.25 " " "
Sodium Bicarbonate. .10c " " "

The formula for the powder being as follows:

Acetanilide......... 70 Gm.
Caffeine Cit......... 10 "
Sodium Bicarbonate. 20 "

To make.......... 100 Gm.

MATERIA MEDICA.

Time, 2 hours. M. Westaway, Examiner.

1. Name at least two drugs of each producing the effect of a Diuretic: Hydragogue Cathartic, Cardiac Tonic, Taenifuge, Emmenagogue, Digestant, Anti-

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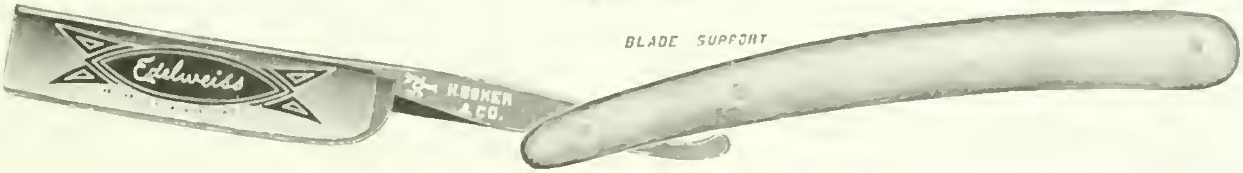

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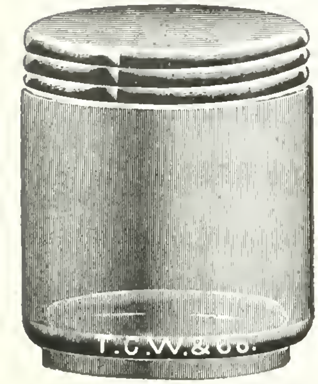

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rheumatic, Febrifuge, Sudorific Tonic and Cholagogue.

2. Make a list of drugs derived from the Animal and Fish Kingdoms.

3. Give chief symptoms manifest from an overdose of Strychnine, Cocaine, Tartar Emetic, Croton Oil, Carbolic Acid, Calomel, Atropine, Quinine and Santonin.

4. What are the chief Sugars? How are they associated with Starch? What causes this change to occur?

5. (a) Outline the extraction of Alkaloids, and wherein do they differ from Glucosides and Synthetic Alkaloids?

(b) What is the proper storage for Liq. Extracts; and what might occur if they are subjected to improper temperatures?

6. Give the chief B.P. drugs obtained from the Pine and Mint families.

7. Stearoptens—Name those that are Official source, Medicinal Properties, Solvents, and compare them with the Balsams and Resins.

8. What are the active constituents derived from the following:—Cinchona Bark, Coffee, Calabar Bean, Cocculus, Seaweed, Goa Powder, Belladonna, Digitalis, Cocoa Leaves, Mandrake, Opium and Hops.

CHEMISTRY.

Time, 2½ hours. Examiner, E. Nesbitt.

1. Explain the terms primary alcohol, secondary alcohol, aldehyde, ketone.

Give an outline of the relations between alcohols and acids.

2. How would you prepare Chloral Hydrat?

What is the nature of the action of alkalies on Chloral Hydrat?

3. Zinc: Source, properties and uses.

Write an equation showing the production of Zinc, Sulphate and Hydrogen.

4. Acidum Nitricum B.P.: Method of preparation, test and probable impurities.

How does the acid usually split up when employed as an oxidizing agent?

5. Enumerate some of the natural compounds of Calcium.

Explain by an equation the action of Hydrochloric Acid on marble.

6. Outline the Solvay process for the production of soda ash.

7. Complete the following equation:

$Hg\,Cl + 2KI =$

$K_2\,CO_3 + 2HC_2\,H_3\,O_2 —$

$3\,K_2\,Mn\,O_4 + 2\,H_2\,O =$

$Fe\,SO_4 + K_2\,CO_3 —$

8. In analyzing an aqueous solution of salts for which radicals would you first search? and why?

In an aqueous solution there have been found Magnesium (Mg) and Potassium (K) with the sulphuric radical SO_4 and Iodine (I). State the nature of the salts which were originally dissolved in the water and mention the principles which guide you to the conclusions.

PRACTICAL PHARMACY.

Time 2½ hours. Examiner, C. W. Campbell, Phm.B.

Prepare the following:

1. Liquor Ferri Persulphatis.

Ferrous Sulphate	1 oz. and 198 grains
Sulphuric Acid	66 minims
Nitric Acid	66 minims
Distilled water	q.s.

Add the Sulphuric Acid to 11½ drachms of the Distilled Water; dissolve the Ferrous Sulphate in the mixture with the aid of heat; mix the Nitric Acid with 171 minims of the Distilled Water; add to this diluted acid, warmed, the solution of Ferrous Sulphate; concentrate by boiling until, by the sudden disengagement of ruddy vapours, the liquid ceases to be black and acquires a red color. If any ferrous salt remain in the solution, add a few drops of Nitric Acid, and boil again. When the solution is cold make up the quantity to 2 fluid ounces by the addition, if necessary, of Distilled Water.

2. Sodii Citro-tartras Effervescens.

Sodium Bicarbonate in Powder	17 grammes
Tartaric Acid in Powder	9 grammes
Citric Acid in Powder	6 grammes
Refined Sugar in Powder	5 grammes

Mix the powders thoroughly; place the mixture in a dish or pan of suitable form heated to between 200° and 220° F. When the mixture, by aid of careful manipulation, has assumed a granular character, separate it into granules of uniform and convenient size by means of suitable sieves. Dry the granules at a temperature not exceeding 130° F.

BOTANY.

Time, Two hours. Examiner, E. Nesbitt.

1. Define the terms organography, cuspidate, androecium, aestivation, saprophyte, procumbent.

2. Explain fully the modes by which fertilization of a flower is accomplished.

3. Distinguish between vascular and cellular cryptogams.

4. Name the different kinds of flower clusters of the indeterminate class of inflorescence.

Give a brief description and an example of each kind.

5. Describe the anatomy of a leaf.

6. What is the difference in structure and modes of growth of exogenous and endogenous stems?

7. Write complete descriptive notes on plant food and assimilation.

8. Outline the structure of a seed.

THE SALE OF INTOXICATING LIQUORS BY DRUGGISTS IN NOVA SCOTIA.

A Bill has just been passed in the legislature of Nova Scotia, known as the Nova Scotia Temperance Act, 1910.

This bill deals with the sale of liquor throughout the province generally, but does not affect the existing conditions in the city of Halifax and the county of Richmond. Nor does it affect any bona fide transactions in respect to liquor between a person in any portion of the province and a person in another province, or in any foreign country.

Clause No. 5 provides that vendors appointed under the Act may sell liquor for exclusively medicinal purposes in quantities not exceeding 48 ozs. at any one sale, except of ale and porter, the sales of which shall be limited in quantities of two gallons at any one sale; and for medicinal purposes only, to legally qualified physicians, chemists and druggists, wholesale; and wine for exclusively sacramental purposes on the certificate of a clergyman; and liquor for exclusive and bona fide use in some art, trade or manufacture, "and that legally qualified chemists and druggists may sell, exclusively for medicinal purposes, to any person at any one sale, spirituous liquors in quantities not exceeding twelve ozs., ale or porter in quantities not exceeding one gallon, and wine in quantities not exceeding one quart. All sales made under this section for medicinal purposes to persons other than physicians, chemists and druggists, shall be made only on the prescription of a duly qualified resident physician in Form A."

It provides that no more than one sale shall be made on any one prescription or certificate, also declares that the giving away of intoxicating liquor with the intent to evade the Act shall be deemed unlawful. The Act allows for the sale by legally qualified physicians to their patients at any one time of spirituous liquors in quantities not exceeding two ounces, of ale or porter not exceeding one gallon, or wine not exceeding one quart, and also for the sale by physicians, chemists or druggists, on physicians' prescriptions containing spirituous liquors not exceeding twelve ounces in any one prescription, mixed with any other drug or medicine and not intended for use as a beverage. It also provides for the purchase or sale by legally qualified physicians, chemists or druggists:—

(i) of officinal preparations of the authorized pharmacopoeias when made of full medicinal strength and sold only for medicinal purposes, or

(ii) of any patent medicine unless such patent medicine is known to the vendor to be capable of being a beverage the sale of which is a violation of this Act, or

(iii) of eau de cologne, bay rum, or other articles of perfumery. lotions, extracts, varnishes, tinctures, or other pharmaceutical preparations containing alcohol but not intended for use as beverages, or

(iv) of methylated spirits for pharmaceutical, chemical, or mechanical uses.

No liquor shall be allowed to be drunk on the premises of the vendor. Physicians must keep a register of all sales of liquors made by them, and druggists are requested to file every certificate and prescription on which a sale of liquor has been made, in a book kept for that purpose and giving the name and address of the purchaser, the quantity of liquor sold, the name and address of the physician or inspector on whose certificate the same was sold, and in case it is required for medicinal purposes the name of the person for whom it was purchased. Every such prescription or certificate must be numbered and the entry in the record book contain a corresponding number in the margin thereof.

The inspector will have the right to visit the premises of chemists. druggists and physicians and examine their certificates, prescriptions and registers of sales.

Up to the time of going to press this Bill had received its second reading, and there will probably be some minor changes made in committee. The following is the form to be used:

Form A.
(Section 5.)

TO of
in the County of Vendor under the Nova
Scotia Temperance Act 1910.
This is to certify that
of in the County of
requires for medicinal use and not as a
beverage. ....................M.D.

GURRY IN SPONGES.

A New Way of Loading Sponges.

The attention of the trade is called to a most objectionable practice now being used for increasing the weight of sponges sold by weight. The sponges are not properly cleaned, a large proportion of animal matter or "gurry" being left in them. This form of loading is one of the very worst. Leaving the "gurry" in sponges makes them practically worthless so far as durability is concerned, and, while the appearance of the sponge is not changed, it has a disagreeable odor when wet. This is the only way in which the loading can be detected. When used decay soon sets in; the sponge feels soft, slimy and gummy, and leaves long, slimy streaks on the surface of the object it is supposed to clean. The cooperation of the trade is asked in putting a stop to this dishonest method of selling sponges. When the "gurry" is left in it can be said, with some degree of truth, that no "loading" is put in the sponges, and yet the dealer pays for 25 per cent. excess weight.

If the retailer will refuse to buy sponges with "gurry" in them, it will tend to put a stop to this nefarious practice.—Drug Topics.

DRUGGISTS!

Do You Require a
Sign of Any Kind?
If so, Write Us

We Make a Specialty of

ELECTRIC LAMP SIGNS

at a Reasonable Cost.

J. E. Richardson & Co.

18 Victoria St. Toronto, Ontario

Don't Experiment

At the expense of your best judgment as to QUALITY or jeopardize the patronage of your valued customer

SANITOL

Tooth and Toilet Preparations

have been tested, tried, and proved BEST. They satisfy, please, retain, and make new customers every day.

Sanitol Violet-Elite Talcum Powder
World's best talc, exclusive violet odor, new package.

Sanitol Tooth Powder
The standard dentifrice of quality.

Sanitol Tooth Paste
Absolutely pure white—contains no coloring matter.

Sanitol Face Cream
The only perfect greaseless, disappearing cream.

Tooth and Toilet Preparations Our Specialty
We Manufacture Nothing Else

SANITOL CHEMICAL LABORATORY CO.
665 King St., West, TORONTO

LOOK THEM OVER!

Our travelling representatives are showing "Summer Lines." It would be interesting to have you look them over.

The following lines would stimulate your business in JUNE, JULY, AUGUST:

SPONGE BAGS. Plain Check, Fancy in many patterns, Vienna and Chocolate are the new ones.

BATH MITTS. In different styles, ranging in price from 75c to $2.20 dozen pairs.

SUSPENSORIES. In Cotton, Silkateen and Silk. Look at the prices and qualities.

FACE CHAMOIS and WASH CLOTHS.
Our P. P. P. FOOT POWDER is selling well.

Try a Sample Dozen.

J. STEVENS & SON CO.
LIMITED
145 Wellington Street West, TORONTO.

See Our Range of

"ARLINGTON"

"Pyralin" Combs

Before Ordering Elsewhere

We have a nice assortment at A1 value and they are unsurpassed for durability.

We also manufacture INFANTS' TEETHING RINGS.

The Arlington Co., of Canada
LIMITED

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Montreal

West
John A. Chantler & Co.,
Toronto.

American Floral Perfume Co., Limited

Manufacturers of High Grade Perfumes and Toilet Articles

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American Floral Beauty Cream

A Greaseless Toilet Preparation for preserving and beautifying the skin

* * *

Floral Beauty Cream is the choicest emollient on the market. There is no better.

4 oz. Glass Jars with Glass Tops
in Cardboard Box.
Packed 6 in a Carton.
$5.75 per doz., or $5.50 in 3 doz. lots.
Retails at 75c.

American Floral Breathfumes

A COMFORT TO SMOKERS
RELIEVES BRONCHIAL IRRITATION
SWEETENS THE BREATH
STRENGTHENS THE VOICE
5
EASE TO THE THROAT
IMPARTS A DELIGHTFUL REFRESHING SENSATION TO THE MOUTH
A BOON TO SINGERS OR PUBLIC SPEAKERS
American Floral Perfume Company, Limited
TORONTO
FLORAL BREATHFUME

A delightful breath perfume, imparting a decidedly refreshing sensation to the mouth. They are a boon to public speakers and singers, relieving bronchial irritations and strengthening the voice. Gentlemen who smoke will find comfort and enjoyment from their use after smoking.

* * *

Handsome Boxes containing 48 Packages
which retail at 5 cents.

$1.10 per Box, or 6 Boxes for $6.00.

Profit to you of $1.30 to $1.40 per Box.

THE SODA FOUNTAIN

CHOCOLATE BEVERAGES.

The essential part of a good chocolate beverage is the syrup which is used as its base; a poor syrup means a sure failure for your chocolate business, so you cannot afford to jeopardize your business by purchasing an inferior grade of cocoa or chocolate. The best to be obtained should always be purchased; price should be a secondary consideration under all circumstances.

Below we give a formulae for preparing chocolate syrup, which is being used at some of the largest fountains on the Coast and is giving excellent satisfaction, and some excellent formulas containing this syrup.

Chocolate Syrup.

Best cocoa, 8 ozs.
Sugar, 6 lbs.
Water, 2 quarts.
Vanilla extract, 1 oz.

Dissolve the cocoa in the hot water; bring to a slow boil; then add the sugar, stirring constantly to keep from burning; strain while hot; when cool add the vanilla.

Leghorn Chocolate.

1 oz. chocolate syrup.
½ oz. vanilla syrup.
1 egg.
1 oz. sweet cream.
Small amount of cracked ice.

Shake, strain, fill with fine and coarse stream; top with nutmeg.

Chocolate Bush-Wha.

1½ ozs. chocolate syrup.
½ oz. coffee syrup.
2 ozs. sweet cream.

Shake and fill with fine and coarse stream.

Egg Chocolate.

1½ ozs. chocolate syrup.
1 egg.
1 oz. sweet cream.
Small amount of ice cream, if desired.
Cracked ice.

Shake, strain, fill with fine and coarse stream; top with nutmeg.

Egg Cho-Cola.

1 oz. chocolate syrup.
1 oz. Coca-Cola.
1 oz. sweet cream.
1 egg.
Cracked ice.

Shake, strain, fill with fine and coarse stream; top with nutmeg.

Chocolate Noir.

2 ozs. chocolate syrup.
½ glass plain water.
3 spoonfuls ice cream.

Mix in a 12-oz. glass; fill with coarse stream and serve with spoon.

Johnson's Puff.

2 ozs. chocolate syrup.
1½ ozs. whipping cream.
White of an egg.

Shake, strain, fill with fine stream and serve.

Chocolate Frappe.

1½ ozs. chocolate syrup.
1 No. 20 disher ice cream.
2 ozs. sweet cream.

Mix thoroughly and pour in 9-oz stem glass; fill nearly full with fine stream and top with whipped cream; serve with spoon.

Chocolate Cream.

3 ozs. chocolate syrup.
1 No. 24 disher ice cream.
2 ozs. sweet cream.
3 ozs. milk.

Shake thoroughly and serve in 9-oz. stem glass.

Chocolate Egg Malted.

1½ ozs. chocolate syrup.
1 oz. sweet cream.
2 heaping tablespoonfuls Horlick's Malted Milk.
1 egg.
A small amount of ice cream can be added if desired.
Cracked ice.

Shake, strain, fill with fine and coarse stream; top with nutmeg.

Royal Ice Cream Soda.

Make a chocolate ice cream soda with chocolate ice cream; top off with two teaspoonfuls of Horlick's Malted Milk.

Surprise Sundae.

Place two Nabiscos on a plate; add one disher vanilla ice cream. Over this pour one small ladle chocolate syrup; top with nuts and a cherry. Place a Nabisco on each side of the cream and serve.

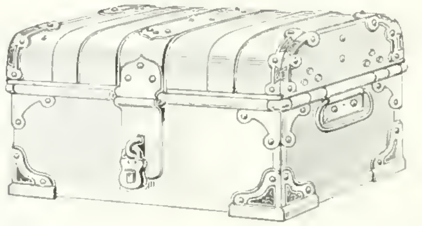
Royal Chocolate Sundae.

In a sundae dish place a No. 12 disher of chocolate ice cream.—Pacific Drug Review.

SIR SVEN HEDIN'S 'TABLOID' MEDICAL EQUIPMENT.

In his fascinating book "Trans-Himalaya" (Macmillan & Co.), Sir Sven Hedin refers on several occasions to the value of the 'Tabloid' Medical Equipment supplied by Burroughs, Wellcome & Co. Those who have not read the book will be interested in the following extracts which we quote with the publisher's permission:

"Burroughs, Wellcome & Co., of London, had been so kind as to present me with an unusually complete medicine chest, which was in itself a tasteful and elegant work of art and contained drugs specially selected for a high, cold and dry climate. All the medicines were in tabloids, well and orderly packed, and could easily be found with the aid of a printed catalogue. The whole was carefully stowed in a pretty aluminum chest, which shone like silver. The medicine chest was from the first exceedingly popular in the caravan, everyone had a blind confidence in it. I had a suspicion that many ailments were feigned just to get another look at the chest; at any rate it contained the best portable medical outfit I have ever seen." Vol. 1, page 29.



"At night I took out of Burroughs & Wellcome's large medicine chest all the drugs which I thought we might want, and we packed them in labelled bags. The chest itself, of aluminum, and all its elegant tabloid boxes, bottles, cases, bandages and instruments, were rubbed and polished up till they shone like silver, and then wrapped in a large piece of yellow silk Nuhamed Isa had picked up in the bazaar, for it was next day to be my friendship offering to the Panchen Rinpoche or Tashi Lama." Vol. 1, page 316.

"Bombo Chombo (presumably the name by which Sir Sven Hedin was known) we know that you are a friend of the Tashi Lama, and we are at your service. When we had conversed for two hours I made a move to leave him, but the Tashi Lama pushed me back on the chair and said: 'No, stay a little longer.' Now was the time to present my offering. The elegant English medicine chest was taken out of its silk cloth, opened and exhibited, and excited his great admiration and lively interest—everything must be explained to him. The hypodermic syringe in its tasteful aluminum case with all its belongings especially delighted him. Two monks of the medical faculty were sent for several days running to our camp to write down in Tibetan the contents of the various Tabloid boxes and the use of the medicines." Vol. 1, page 325.

"(Speaking of an old man named Guffaru who was ill.) The remains of Burroughs & Wellcome's medicine chest had saved his life, and he was thankful." Vol. 2, page 40.

FACTS VS. FANCIES ABOUT VOLATILE OILS.

Most of the so-called "essentials" are now in reality only incomplete compounds, notwithstanding all clever arguments to the contrary. This is for the reason that the trade demands stronger odors than can be attained from pure essentials and it is necessary to bolster them up with synthetics. But the use of synthetics is not harmful when attended by expert chemists, as they are in reality only a chemical reproduction of the predominant chemical constituent of the essential. Also, many of the essentials suffer chemical changes in the extraction process, and, in one or two instances, the clever Swiss and German experts have devised a synthetic that is vastly superior in its resemblance to the actual flower than the essential.

It is only where artificials are added, through greed, as an adulterant, that the synthetic is really harmful and malicious; for instance, it is well known that most of the otto of rose which comes to this country is adulterated anywhere from 15 per cent. to 50 per cent., and that the buyer usually gets just about what he pays for. The adulterators always try to keep a little in advance of the known methods of detection and it is for this reason, and because the necessary use of synthetics has brought the so-called "art of perfumery" into a more exact science, that the graduate pharmacist is usually far more competent to make fine extracts than the sorcerers of olden time.

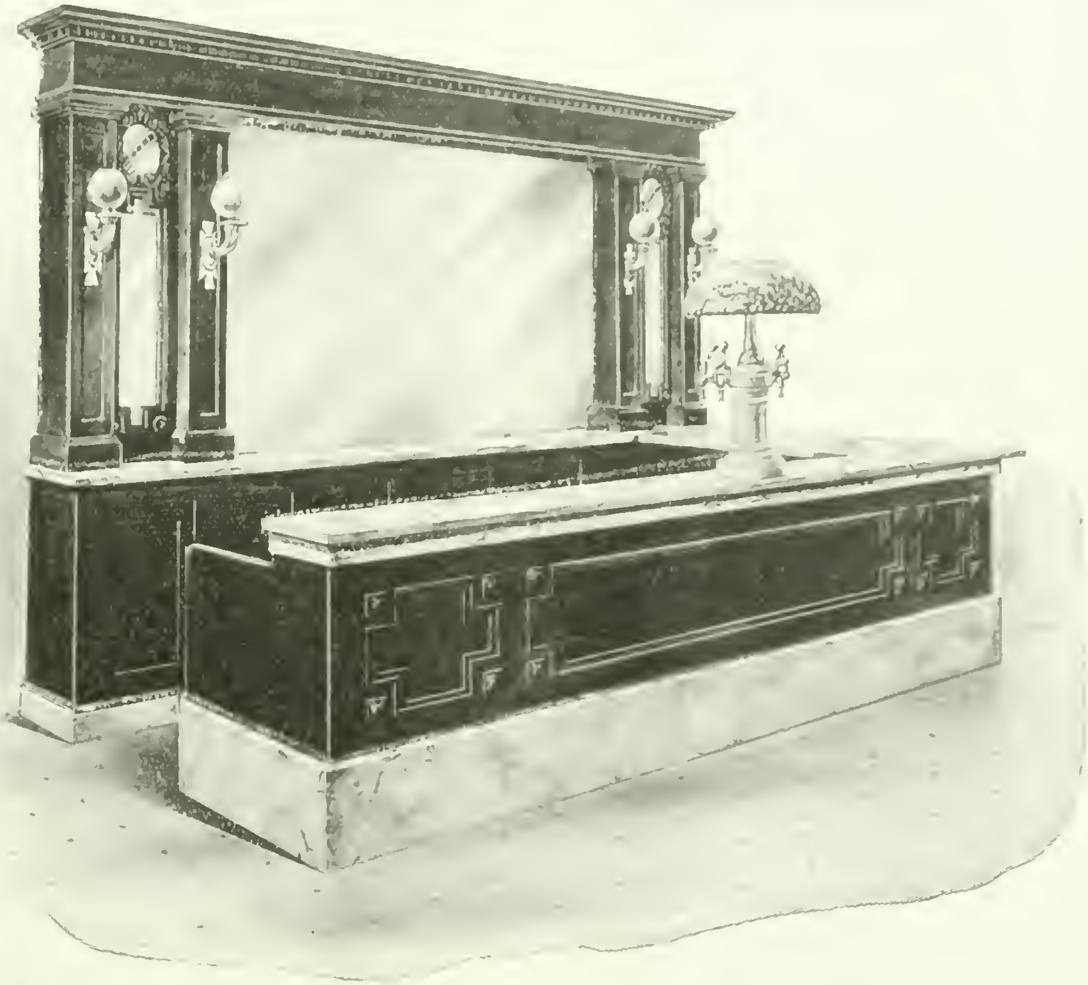
In the writer's opinion the day is near when every well-established druggist will manufacture his own extracts, toilet waters, creams, etc., in the same manner as he does many other non-secrets; also that the finished bases that are compounded by expert chemists who have made a specialty of essential oils and synthetics, will always present the best value. Certainly the responsible manufacturer of concentrates will always have an advantage in the purchase of raw materials because of the enormous quantity which he uses. Also on account of the volume of his purchases he will always analyze and check his raw materials against adulteration in a manner that the smaller consumer could not afford. Also this same volume of his business enables him to maintain the experimental processes, etc., which are necessary to new creations.

In France practically all perfumes now manufactured are made from concentrates, and practically all of the great essential oil houses are either openly or secretly manufacturing them.—Pacific Drug Review.

Donnelly, Watson & Brown
Limited

The Sanitaire System Iceless Soda Fountains

The Up-to-date Fountains, that make you money.



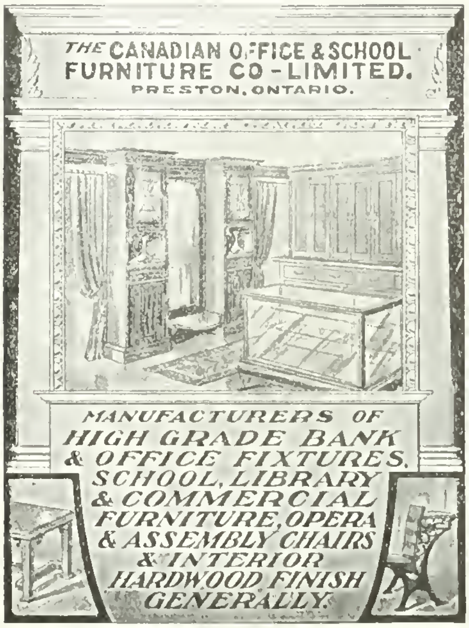
Why? Because they possess the most modern equipment. Workboard convenient. Pump system unsurpassed, quick to operate, never have a hitch. An Iceless System a step in advance. Built for the up-to-date merchant. Purchase now and increase your profits.

PRICE LOW **TERMS EASY**

Write for our Catalogue now.

Donnelly, Watson & Brown, Limited
Calgary and Vancouver

Agents for THE J. HUNGERFORD SMITH CO.'S Crushed Fruits and Fountain Syrups.



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PRESTON, ONTARIO.

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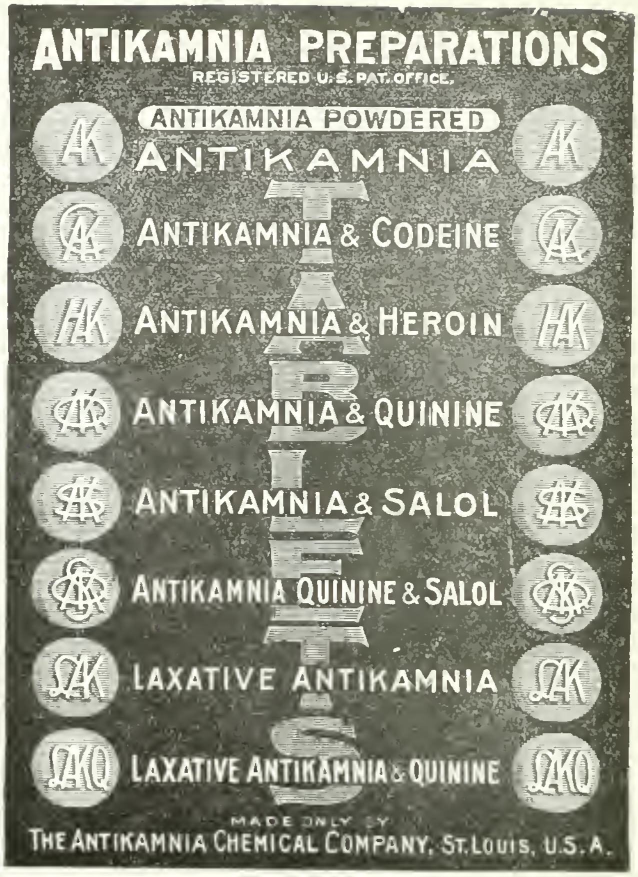

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LAXATIVE ANTIKAMNIA
LAXATIVE ANTIKAMNIA & QUININE

TABLETS

MADE ONLY BY
THE ANTIKAMNIA CHEMICAL COMPANY, ST. LOUIS, U. S. A.

AK
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AKQS
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LAKQ

Major's Cement

Oldest and Best

Unexcelled and does all that is claimed for it in mending broken articles of Glass, Bric-a-Brac, Earthenware, etc. Don't incur the displeasure of your customers by unwittingly selling them some inferior preparation. Major's Cement has had a successful record of over thirty years which proves its worth.

It retails for **15**c. per bottle.
Your jobber can supply you.

Major's Rubber Cement will mend all articles of rubber; Major's Leather Cement unequalled for repairing articles of leather. They are of the highest grade and sell for the same price, 15c. per bottle.

D. WATSON & COMPANY
442 St. Paul St., Montreal, Canada

MAJOR MANUFACTURING CO., A. Major, Pres.
461 Pearl St., - - - New York City

PAP SAG

Tablets

DYSPEPSIA

"The only way to cure a bad case of Dyspepsia is to take one or two Pap-Sag Tablets in a little warm water, after each meal. Not to observe this simple and easy rule is to remain depressed with all kinds of stomach disorders, such as Heartburn, Fetid Breath, Gastritis, Flatulence and Indigestion."

This advertisement will appear in all the papers.

We have no salesman on the road to take up your time.

Druggists will please order from their jobbers or direct at the following prices:

PAP-SAG (Dyspepsia Tablets)

1 Doz	4.50
3 "	4.25
6 "	4.25
12 "	3.75

The Pap Sag Co.
Montreal

CUCUMBER TOILET PREPARATIONS.*

Cucumber Essence.

I.

Press the juice from cucumbers, mix with an equal volume of alcohol and distil. If the distillate is not sufficiently perfumed, more juice may be added and the mixture distilled. It is said that the essence thus prepared will not spoil, even when mixed with fats in the preparation of cosmetics.

II.

Peel the cucumbers before expressing their juice; take as much alcohol as there is cucumber juice, add half of it to the juice and in the other half macerate the peelings for three days. Mix the two liquids and filter.

Cucumber Cream.

I.

White wax, 3 ounces; spermaceti, 3 ounces; benzoinated lard, 8 ounces; cucumbers, 3 ounces. Melt together the wax, spermaceti and lard, and infuse in the liquid the cucumbers previously grated. Allow the mixture to cool, stirring well; let it stand a day, remelt, strain and again stir the "cream" until cold. Whether the benzoin will prevent the cucumber juice from spoiling or not we are unable to say. Perhaps the substitution of the "essence" would be advisable. Some prefer the addition of about 150 grains of borax.

II.

Small cucumbers, 2 only; olive oil, 4 ounces; hydrous wool-fat, 2 ounces; white wax, 1 dram; spermaceti, 1 dram. Slice the entire cucumbers and steep them in the oil, which should first be boiled. Set the mixture aside for twenty-four hours, and then strain it. Incorporate the wool-fat and wax by the aid of heat, and beat the whole into a light cream.

III.

Cucumber juice, 10 ounces; white wax, 9 ounces; liquid petrolatum (white), 24 ounces; benzoic acid, 15 grains; distilled water, 8 ounces: borax, 90 grains: oil of rose, 15 drops. Grate fresh cucumbers and express from them 10 ounces of juice. Allow this to stand for a while and then strain it through fine muslin. Add the water and borax. Dissolve the wax in the oil by the aid of heat, and add the benzoic acid. When partially cool, add the warm juice solution and the oil of rose, and pour into jars.

IV.

Expressed oil of almond, 4 drams; powdered acacia, 100 grains; water, 4 drams; rose water, 8 ounces; cologne water, 1 dram; spirit of camphor, 1 dram; cucumber juice, 4 drams, tincture of benzoin, 30 drops. Emulsify the water with the oil and acacia, and add the other ingredients.

Milk of Cucumbers.

I.

Cucumber juice, 8 ounces; expressed oil of almond 2 ounces; spirit of soap (N.F.), 2 ounces; tincture of benzoin, 1 dram; oil of bitter almond, 1 drop; oil of lavender, 15 drops; oil of bergamot, 10 drops. To make the cucumber juice pour boiling water over sliced, but not peeled, green cucumbers. When the slices have become soft and pulpy, remove them from the water and extract the juice by squeezing them in a muslin bag. To each 7 ounces of juice add 1 ounce of alcohol.

II.

Sweet almonds, 80 parts, fresh cucumber juice, previously boiled, 200 parts; castile soap, 5 parts; cucumber essence, 60 parts; tincture of benzoin, 1 part.

Glycerin of Cucumbers.

Yolk of 1 egg; glycerin, 2 ounces; tincture of quillaja, 2 drams; expressed oil of almond, 1 ounce; essence of cucumber, 1 ounce; rose water, enough to make 8 ounces. Mix the yolk of the egg with the glycerin, and add the tincture of quillaja. Gradually beat in the essence of cucumber diluted with 2 ounces of the rose water. When all has been added make up the volume to 8 ounces with rose water.

Cucumber Toilet Vinegar.

Cucumbers, 5 ounces; strong wine vinegar, 6 pints. Slice the cucumbers and macerate in the vinegar for three weeks; then filter.

Cucumber Lotion.

Greases are contraindicated in the treatment of certain summer complexion ailments, which call for a cooling lotion. In such cases a lotion made according to the following formula may be found just the thing: Cucumber juice, fresh, 1 pint: benzoic acid (from benzoin), 30 grains; boric acid, 60 grains; glycerin, 2 ounces; perfume, as desired—the lotion is better without any. Mix the acids and triturate them with the glycerin; finally stir in the juice.

*Druggists' Circular.

CASSELL'S PUBLICATIONS.

Cassell's Magazine for May has some splendid stories by Max Pemberton, J. J. Bell, Baroness Orczy, Owen Oliver, Anna Le Sage and others and excellent articles by Dr. A. T. Schofield, Sir Malcolm Morris, K.C.V.O. This number is a particularly interesting one. The Quiver for May has a beautiful frontispiece and is liberally illustrated throughout. An excellent article by Sir Andrew H. L. Fraser, late Lieutenant-Governor of Bengal, on "The Future of Missions," and one by E. Alexander Powell, F.R.G.S., on "The Romance of the Missionary," are amongst the leading features of this issue.

A new novel by Charles Garvice, entitled "The Dalrymple Case," is given complete in the May number of "The New Magazine," another of the excellent publications from the house of Cassell & Company, Limited, 42 Adelaide St. W., Toronto, Ont.

Formulary

Original and selected from various sources.

Shaving Cream for Collapsible Tubes.

Curd soap	8 oz.
Expressed oil almond	2 fl. oz.
Glycerin	1 fl. oz.
Spermaceti	½ oz.
Potassium carbonate	¼ oz.
Water	1 pint

Cut the soap into shreds, and dissolve it by the aid of a water-bath in 14 fl. oz. of water. Dissolve the spermaceti in the almond oil, and while warm mix it with the glycerin, potassium carbonate, and remainder of the water. Transfer to a warm mortar, gradually incorporate the soap-solution, and continue to stir until a smooth paste is obtained. With this incorporate any suitable perfume.

Liquid Egg Shampoo.

The following formula makes a good egg shampoo. It calls for the white of egg only, and will be nearly white:

Transparent soap	2 ounces
Glycerin	1 fluidounce
White of egg	1 fluidounce
Tincture of soap-bark	1 fluidounce
Extract of white rose	½ fluidounce
Water, enough to make	1 pint

Melt the soap with 8 fluidounces of water by the aid of heat, and when cool add the glycerin, tincture of soap-bark, and perfume. Mix.

Greaseless Cold Cream.

The following formula for a greaseless cold cream was given by Professor Stanislaus some time ago:

Melt, and add:

1—White wax	9 pounds
White paraffin oil	4 gallons

Beat this mixture until the liquid clarifies, and then pour it into a solution of

Borax	½ pound
Distilled water	11¼ pounds

Heat again and stir until the mass becomes cream-white; then add 3 ounces oil of rose geranium, stirring in thoroughly. Finally pour the mixture into jars.

2. The following formula is said to yield a handsome preparation:

Stearic acid, pure	240 grains
Sodium carbonate	155 grains
Powdered borax	30 grains
Glycerin	1 ounce
Water	8 ounces

Heat all the ingredients together on a water-bath until effervescence ceases; then remove the heat and stir the mixture until it thickens. Add 20 drops of oil of ylang-ylang, 5 grains of heliotropin, and 4 or 5 drops of oil of rose, all dissolved in 1 ounce of alcohol. Beat the whole mixture up to 2 to 3 times its original volume.

Skin Bleach or Whitener.

Lanolin	30 parts
Oil of bitter almond	10 parts
Borax	1 part
Glycerin	15 parts
Hydrogen peroxide	15 parts

Mix the lanolin and oil of bitter almond; dissolve the borax in the glycerin and hydrogen peroxide, and mix with the fats by agitation. This preparation does its work by aid of the bleaching property of hydrogen peroxide.

Cold Cream of Roses.

White wax	10 ounces
Spermaceti	10 ounces
Oil of peach kernels	80 ounces
Cacao butter	15 ounces
Sodium borate	4 ounces
Water	60 ounces

Perfume to suit.

The solid ingredients are to be melted at as low a temperature as possible. The borax is to be dissolved in the water and added to the melted fats, the solution being at about the same temperature. In order to get a perfect result the product should be well beaten in an emulsifier until it gets thick. The perfume may be added lastly.

Cream of Camphor.

Castile soap	120 grains
Ammonium carbonate, clear pieces	120 grains
Powdered camphor	120 grains
Oil of thyme	1 fluidrachm
Oil of turpentine	2 fluidounces
Tincture of opium	2 fluidrachms
Water, a sufficient quantity to make	1 pint

Dissolve the soap and the ammonium carbonate in 10 fluidounces of water and introduce the solution into a pint bottle. Dissolve the camphor in the mixed oils, and add this to the soap solution, shaking the bottle vigorously until an emulsion is formed. Finally add the tincture of opium and water to make 1 pint.—Philadelphia Branch A. Ph. A.

Brillantine.

A brillantine containing soap may be made by the following formula (Giorn. Farm. Chim.):

Castor oil	20 grammes
Medicinal soap	2 grammes
Sumatra benzoin	10 grammes
Alcohol	180 grammes
Oil of rose	1 drop
Oil of bergamot	5 drops

Mix, let stand and filter.

Oxygenated Tooth Powder.

Oxygen-yielding substances, such as sodium per-

Things Different

— in —

Post Cards

Postals with unique features and consequently selling qualities. Selected "select" postals from the higher grade publishers, where not only art but perhaps a certain amount of the right sort of respectable sentiment appeal to the buyer.

We make the assertion and feel sure that we can back up the "crow" that in no one range in Canada can be found so varied an assortment of desirable, artistic, appealing, quick selling post cards as is contained in our range.

That you may get better acquainted with the line, we have ready a quantity of sample orders which we will on this occasion prepay half express to any point in Canada.

The samples comprise one set each of 40 ranges, no two cards alike, and are put up in this way for the purpose of re-orders on any card which you might see fit to stock in quantity.

The offer consists of 743 good selling cards, 173 of which sell for 5c and 570 which sell 2 for 5c.

The assortment costs $11.25
and sells for $23.00

Showing a handsome profit.

Shall We Book Your Order ?

The Sutcliffe Co.

Toronto **Ontario**

Importers of Things Different in Likely Things.

TALCUM POWDER
IDEAL ORCHID

Price Protected

This Talcum Powder is being extensively advertised in the leading papers and magazines of Canada. The price is protected to retail at 25c and besides being a popular and advertised article gives the Druggist a good profit.

STOCK IT NOW. **SOLD DIRECT ONLY.**

SOVEREIGN PERFUMES
LIMITED,
TORONTO

Makers of Ideal Orchid Perfume.

No Fumes or other Inconvenience

THE DEODORIZING DISINFECTANT

Absolutely Odorless ! **Non Poisonous !**

The "Rapid Cleaning Cartridge"

When the Rapid Cleaning Cartridge (Powder) is brought in contact with moisture or water different chemical processes take place which act in a deadly manner on all **BACTERIA** and organic formations.

The "R. C. C." eliminates all foul odors; leaves none of its own.

Put up in Packages. **Retail at 25c.**

ONE PACKAGE MAKES 5 TO 10 GALLONS SOLUTION

AGENTS WANTED EVERYWHERE

MEADOW ST., FORT BOMBAY, 24th FEB. 1899
D. FERNANDEZ & Co.
CHEMISTS, Es'T. 1870

I have tried the samples of R. C. C. you sent us, in three places: after five minutes I found 75% of the matter was disinfected. I then allowed it to stand for half an hour, I then found 90% was disinfected, with kind regards. Yours sincerely
D. FERNANDEZ Co., New York, N.Y.
Original at office of R. C. C. Wk's. 1996 Belmont Ave.

The R.C.C. was used exclusively at the Thyphoid Epidemic at Stamford, Conn., U.S.A., in 1895.

Sole Canadian Distributant
OTTO T. E. VEIT
28-30 Wellington St., West **Toronto, Ont.**

WILLIAM E. BOON,
612-613 Lindsay Building - Montreal
Sole Selling Agent for Province of Quebec

The Old Way

Of Cleaning Silverware

was to rub and scrub the article indefinitely, covering hands, table, clothes—everything—with a powdery mess. Results anything but satisfactory.

The New Way

Dip the pieces to be cleaned in a solution of hot water and "WONDER-SHINE" result just what you wanted without worry, labor, dust or trouble. One 25c. package of **"Wonder-Shine"** will last for months. All dealers sell it.

Household Convenience Co., Ltd., Toronto

SALES COUNT

You do not want Dead Unadvertised Stock on your shelves. $10,000 is being spent in Canada to advertise Wonder-Shine, and these are samples of our daily paper ads.

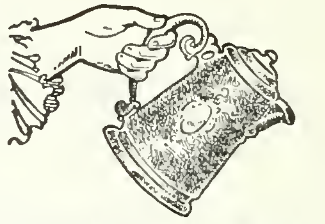
Are You Ready for Your Share of the Business?

IN **"WONDER-SHINE"**

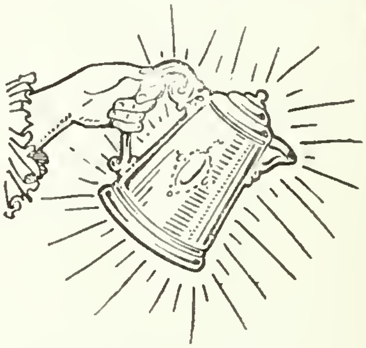
We have the best kind of a proposition for you, and the best goods for your customers.

Write direct for particulars and order through your jobber.

Household Convenience Co., Limited
214 Board of Trade Bldg.
TORONTO



BEFORE using the great restorer
"WONDER-SHINE"
a piece of silverware may be tarnished beyond recognition.



AFTER treating either gold or silver to a bath in a solution of hot water and
"WONDER-SHINE"
the tarnish is all gone and the silver or gold shines forth in all its former brightness. No rubbing. No scrubbing. No injury to the silver.

All Dealers Sell It.

A 25c. package will last for months.

HOUSEHOLD CONVENIENCE CO., Ltd., TORONTO

TRADE MARK H.C.C. REGISTERED

A New Book **DRUGGISTS and DISPENSERS**

PRACTICAL SHOW CARD INSTRUCTOR

THIS book contains a thorough, progressive course of instruction for making all styles of show cards required by the **Up-to-Date Druggist and Soda Fountain Dispenser.** The alphabets and exercises for practice are presented in an easy and attractive form of graded lessons, fully illustrated in every detail. This book tells you how to get the best results, and then **shows** you how. You first read the way to do it and then see how it is done by the illustrations.

Everything is simple and easy to understand, showing how to begin, use of materials, and inexpensive methods for making an endless variety of high class show cards designed expressly for Drug Store and Soda Fountain use, and the same can be made at a fraction above the cost of common, blank cardboard.

The book contains fifty full page lettering exercises and **new show card alphabet charts** that are up-to-the-minute with practical instruction. **Over 200 show card and price ticket illustrations** are reproduced from plain rapid work to artistic designs. Many are finished with scroll and background designs in air brush effect, together with explicit instructions how to do the work in all branches in a neat and satisfactory manner.

This book will enable any Druggist or Dispenser to become an expert in show card publicity—the kind that attracts attention and increases business. The interior of every store and show window represents valuable advertising space of unlimited possibilities, and neat show cards are assistant clerks

Page size of book 5 by 9 inches, 112 pages ORDER NOW and get a copy of this new book Price $1, post-paid direct from the Publishers

Selling Agents:—THE CANADIAN DRUGGIST, Toronto, Canada.

borate or calcium or magnesium peroxid are added to tooth powders for their bleaching and disinfecting properties. On contact with water, hydrogen dioxid is formed, and then oxygen is liberated in the nascent form.

The following is the formula of the British Pharmaceutical Codex:

Precipitated chalk	av. oz. 17½
Magnesium peroxid	av. oz. 2
Powdered soap	av. oz. ½
Menthol	gr. 18
Oil of rose	m. 45
Oil of wintergreen	m. 90

Triturate the menthol with the oils, then with a small portion of the chalk, add the remaining ingredients, mix well, and sift.

2—Calcium carbonate	35 grammes
Magnesium carbonate	6 grammes
Orris root	3 grammes
Calcium peroxide	3 to 6 grammes
Oil of pepermint	1 drop
Oil of cloves	1 drop
Oil of star anise	1 drop

Calcium peroxide may be precipitated by simply adding lime-water to a solution of hydrogen peroxide, says the Pharmaceutical Era. It occurs as a white crystalline powder, insoluble in water, and may be kept in a dry state indefinitely.

Potassium Chlorate Tooth Paste.

The following formula is communicated to the Apotheker Zeitung by Dr. Ernst Richter, of Frankfurt, a/M.:

Potassium chlorate, powdered	1200 grams
Medicinal soap, powdered	400 grams
Calcium carbonate, precipitated	800 grams
Glycerin	1200 grams
Distilled water	360 grams
Oil of peppermint	32 grams
Oil of cloves	7 grams

The potassium chlorate and the soap are separately passed through a No. 5 sieve. The oils are rubbed up with chalk and the potassium chlorate and soap added. A paste is then made with the glycerin and water and put up in tubes.

DEPILATORIES.

Depilatory Collodion.

Iodine	75 parts
Oil of turpentine	1 part
Castor oil	200 parts
Alcohol	1600 parts
Collodion	3000 parts

Mix. Apply once daily for three or four successive days. When it peels off it will bring away the hair with it, without causing pain.

Depilatory Powder.

Barium sulphide	2 parts
Zinc Oxide	1 part
Starch, in powder	1 part

Mix and keep dry. When desired for use make into a paste with a little water and apply to the part from which the hair is to be removed and leave it on for ten minutes. Usually one application is enough, but if necessary, repeat. Unless the barium sulphide is quite fresh the combination does not work well. Sodium sulph-hydrate, 1 part, and precipitated chalk, 3 parts, also makes an excellent depilatory, but, like the foregoing, must be kept absolutely dry.

Depilatory Paste.

Sodium thiosulphate	2 drams
Calcium bisulphite	1 drams
Compound chalk powder	2 drams
Perfume, a sufficient quantity.	
Glycerin	½ dram
Water to make a paste.	

To Gelatinize Benzine.

J. J. Boldt, of Clinton, Iowa, sends a formula for gelatinizing benzine to the Bulletin of Pharmacy:

Ether	3 drachms
Ammonia water	3 drachms
Glycerin	2 drachms
Cocoanut-oil soap	2 drachms
Boiling water	4 ounces

Dissolve the soap in the hot water, allow the mixture to cool and add the other ingredients.

Of the above mixture pour two drachms into a six-ounce bottle and add benzine in small portions, shaking well after each addition. A thick jelly is the result.

Moth Powders.

1—Tar camphor	32 ounces
Colocynth	8 ounces
Snuff	2 ounces
Insect Powder	6 ounces
Borax	4 ounces
Filler	16 ounces
Oil turpentine	2 ounces

Mix all the powders well together, spread out on a sheet of paper and sprinkle the oil evenly over the whole. Then mix again and pass through a fine sieve. It should be put in a tight package, preferably the usual insect-powder cans. The "filler" is usually bran, sawdust, cornmeal, etc. If desired, perfume can be added to this powder, oil of cedar being very appropriate, and also adding materially to its efficacy.

2—Camphor	4 ounces
Benzoin	1 ounce
Black pepper	2 ounces
Cedar sawdust	5 ounces

Mix after reducing the solids to a coarse powder.

3—Camphor	2½ ounces
Insect powder	2½ ounces
Naphthalin	1 ounce
Carbolic acid	½ ounce

Mix all together, the solids being in coarse powder, and pack in canisters.

FORMULAS FROM THE THIRD EDITION OF THE HUNGARIAN PHARMACOPOEIA.

Fluid Extract of Cascara Sagrada.

Cascara sagrada . . . . Gm. 500
Licorice root . . . . Gm. 50
Magnesium oxide . . . . Gm. 25

Percolate with a mixture of alcohol, 90 per cent., and water, equal parts. Collect the first 425 grammes, evaporate the second portion to 50 grammes and dissolve in 25 grammes of tincture of bitter orange peel; add this solution to the first portion.

Chloral-Bromide Mixture.

Extract of hyocyamus, mixed with
equal part of dextrin ... .Gm. 5
Dissolve in peppermint water....Gm. 150
Add potassium bromide.
Chlorate hydrate, aa ....Gm. 50
Extract of licorice ....Gm. 10
Syrup of orange peel ....Gm. 234
Aromatic tincture . . ..Gm. 1
Chloroform . . . .gtt. x

Camphorated Oil.

Camphor . . . .Gm. 25

Reduce to powder with the aid of a few drops of ether and dissolve by slightly warming in

Sesame oil . . . . Gm. 75
Add dried sodium sulphate.......Gm. 8
Filter.

Syrup of Orange.

Tincture of Orange for Syrup ....Gm. 50
Magnesium carbonate . . ..Gm. 5
Distilled water . . . . Gm. 325
Filter and add
Distilled water, q.s. ....Gm. 375
In which dissolve
Sugar . . . . Gm. 625

Syrup of Potassium Guaiacolsulphate.

Potassium guaiacolsulphate ......Gm. 35
Dissolve in water bath in
Distilled water . . . . Gm. 115
Syrup of orange ....Gm. 325
Alcohol (70 per cent.) ....Gm. 25

Tincture of Orange for Syrup.

Orange peel . . . . Gm. 500
Macerate with alcohol (70%) .....Gm. 300
And then percolate to obtain......Gm. 1000

Boric Acid Ointment.

Hard paraffin . . . . Gm. 50
White wax . . . . Gm. 50
Liquefy or water bath, adding
Sesame oil . . . . Gm. 300
Then a solution of
Boric acid . . . . Gm. 25
Glycerin . . . . Gm. 75

—American Druggist.

Stationery

THE MANFACTURE OF PICTORIAL POST CARDS.

In a recent number of the "People's Journal," published in Dundee, Scotland, an interesting account is given of a visit to the offices and works of Valentine & Sons Pub. Co., Ltd., in that city, and the account published, had we space for it in its entirety, would furnish very interesting reading, but we must content ourselves with a short allusion to it.

He said, in part, he inspected with much interest the large fireproof apartments in which are preserved the firm's vast stock of negatives and prints, these representing the long harvest of a little army of camera artists scattered throughout the uttermost ends of the earth, that must number hundreds of thousands. "Negatives and prints, of course, are arriving every day, and I saw where these are being treated by the magnificent cameras, assisted when need be by lamps aggregating 24,000 candle-power, and being turned out in all sizes from the daintiest vignette to the panorama photograph eight feet in size."

In the Westfield works of the firm the actual preparation of the card was witnessed. He said that here "the bulky collotype machine first attracted attention. Each picture, it must be understood, is first turned out from these machines in ordinary black and white style. They are in solid sheets of occasionally nearly a score. Girl workers very smartly were feeding the machines with fresh paper, while others deftly cleared away the sheets when printed. In the collotype process the prints are made from gelatine plates, to which the drawings and photographs have been transferred by a simple method of contact as in ordinary photography. In cases, however, where a particularly large number of cards is required copper half-tone blocks are made by an intricate process of zincography, and the impression obtained from these. The black and white prints are then transferred to the lithographic department, there to receive their especial coloring. The process is again an extremely intricate one, separate printing being required for each color. When it is remembered that most of the ordinary colored postcards contain from seven to a dozen different colors the labor involved will be more readily understood.

The cards are now ready for the finishing touches. The color is dull and unattractive, and to give them their pretty gloss the cheaper variety are coated with varnish, while the more expensive are given a collodion treatment. The varnish is put on the cards by rollers in a manner similar to printing, and afterwards they run along a moving blanket until by the

Everybody is talking about it.

The best selling Camera ever known.

"ENSIGNETTE"

Dealers stocking them are reordering double quantities.

Goes in the Vest Pocket. Sells for $9.00.

UNITED PHOTOGRAPHIC STORES LIMITED

ENSIGN CAMERAS and FILMS

SOLE AGENTS:—

The United Photographic Stores, Limited

MONTREAL **OTTAWA** **QUEBEC** **TORONTO**

View Post Cards

printed after your own potos by the Graphic Art Works

Markert & Sohn, Dresden-A.

Our Specialities are:
Platintype, Double-Collotype, Double-Tone, Colored Collotype, Handtinted. Albums and Booklets.

Wholesalers and Publishers please apply for free samples and prices.

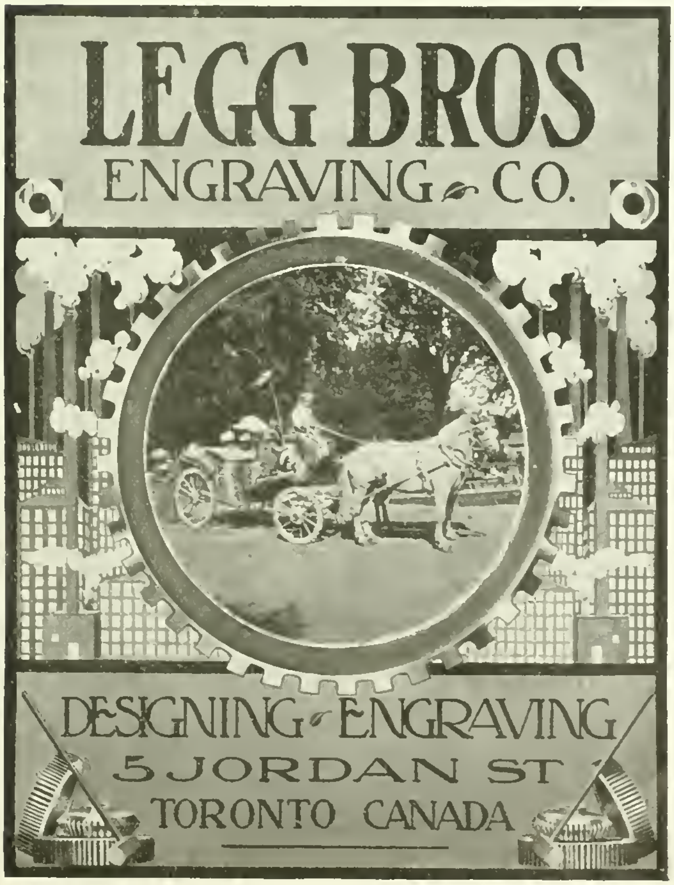
Illustrated Post Cards

Brown, Black and Colored
Birthday, Comic, Etc.

Please send five dollars for the newest and finest German novelties at wholesale rates.

Established 1895

VERLAG ANT. GERSTENKORN
HAMBURG



LEGG BROS

ENGRAVING & CO.

DESIGNING & ENGRAVING
5 JORDAN ST
TORONTO CANADA

E. MORRIS & CO.

(Wholesale)

STATIONERY
SCHOOL SUPPLIES
POSTCARDS

LOCAL VIEW POSTCARDS

We have the exclusive handling of the Products of Three of the leading German Postcard Factories—Specialists in their own particular style of card.

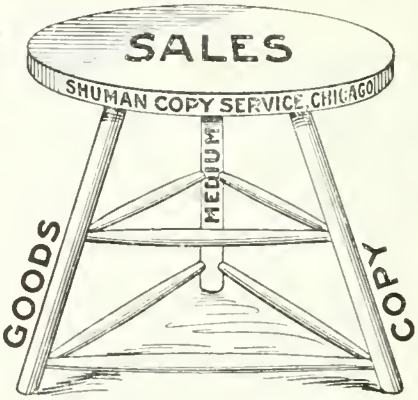
CHROMOTYPE BLACK and WHITE
HAND-COLORED SEPIA—BROWN
MARINE—BLUE

PRICES FROM $4.50 m.

Write for samples, which will convince you that we are showing HIGH GRADE cards only.

VANCOUVER, B. C.

Are you trying to make a Three-Legged Stool Stand on Two Legs?



*By R. R. Shuman

Stop trying; it can't be done.

Yet, with three legs, all equally strong, they say a three-legged stool will carry a heavier load than if it had four or five legs.

I can't explain the geometry of it—but I can explain the **application** of it.

Good goods advertised in a good medium bring good returns only if the **copy** is strong.

Good copy in a good medium is permanently profitable only if the **goods** are right—and the prices fair.

"Grind out copy, free"

The best of goods presented by the best of ads. will fail if the **medium** is worthless. *This is a good medium.*

Most of the goods advertised in it are good goods.

Most of the advertising copy is—just read it yourself and **ask** yourself how many **sales** your men would make if they presented your claims as lamely.

I am not an employe of this paper. If I were, I should doubtless grind out what copy was necessary to get, and hold your contract, and do it free.

That's the way it is often done nowadays; and, to be honest about it, this "Solicitor Copy" is 'way above the average.

I am not now a newspaper man, but a humble maker of stool legs.

The timber I put into these legs is strong, clear, well-seasoned, but not **dry.**

I will make these legs for any advertiser who

Wants to make more Money out of the space he buys in this paper than he ever made before

I believe in the POWER of this journal.

I believe because I **know** and I know because I have tested it for others.

I have made them money simply because **I have spent the time and study that the writing of their copy deserved**—made **selling talks** for them that were worthy of the goods, worthy of the paper, and worthy of the multi-million dollar audience that this paper talks to.

I can't do this in little 2 x 4 "card' space—won't even try.

The publisher and I are co-conspirators in a scheme to advance **your** interests—and our own.

Your goods are one leg of the business stool.

This paper is another.

I furnish the third.

Let's all get under the load and **lift.**

Co conspirators

---

*[Mr. Shuman knows what he is talking about, for he has been a heavy buyer of trade paper space during the past 18 years; and he has made it pay so well for the firms whose business he has handled that he is making trade paper copy his life work. He may be addressed care of this paper, or at 440 Wells Street, Chicago.—EDITOR.]

time they reach the guillotine machine the coating is dry. As the name implies, the guillotine is a huge knife which rapidly cuts bunch after bunch of the cards to their proper dimensions, leaving the finished article ready for despatch. The process which the better cards undergo is much the same as the ferrotype treatment familiar to amateur photographers. Each sheet is firmly affixed to a glass and left to dry, thereafter being cut up in the same manner as other varieties. Hitherto my wanderings had led me through dark machine rooms, heavy with the odors of paint and varnish and resounding with the noise of quickly moving machines. But now we change into an atmosphere of quietness. Seated round a large well-lit room over forty artists are busily engaged preparing color schemes for new cards. All are industrious, and one looks with pleasure on the dainty designs that are rapidly being produced by these skilful hands. Many of these colored views are pieces of genuine art, so faithful was the coloring, so ravishing the harmonies. It was with a feeling of regret I learned that most of these clever artists had come from over the border. At home it seems such workers are scarce, nay, almost unprocurable.

In another corner sat a bevy of smiling and happy girls spraying on to the cards with a special apparatus the tints of sky or sea that proves so attractive. Close by a modest maid handled with graceful feminity a cumbersome stamping machine, which transferred to the cards charming mottoes in exquisite gold lettering. It was an experience to stand in the big room given up to the Christmas trade and, with the first summer sunlight streaming through the windows, watch the bustle of preparation for the season of goodwill.

One special feature is that, unlike many similar productions, all the illustrations are from actual photographs, and for letterpress and colorings these productions are unbeaten. The cutest of novelties lay in huge heaps, false teeth, beer bottles, fishes, and numerous other articles fashioned cunningly in cardboard, and each with a batch of photos inside. Not far away was the firm's stock of Scottish picture post cards, a stock duplicated, like many others, in the seven or eight branch establishments. I shall never forget the sight of those busy workrooms. Over a multitude of bundles the girls moved rapidly, completing series after series of the most charming views, and enclosing each set in quietly artistic envelopes. Like every one of the other articles, these envelopes are also manufactured on the premises, a human-like machine turning them out at the rate of 36,000 per day. Indeed, there is nothing foreign about the Valentine publications, and even the boxes in which the goods are packed are constructed on the premises."

NOVELTIES IN STATIONERY.

The Copp, Clarke Co., Ltd., Toronto, are offering this month some novelties which should prove good selling articles with the trade. Extra lines such as these can be sold by merely making a good display and the druggist stationer who makes a point of this will, we feel sure, reap the benefit.

A nice line is a counter-case containing ¼ gross penholders and one gross pens, assorted. These are intended to be sold, four pens and penholder for 5 cents, and are a desirable line, bringing the retailer a profit of 100 per cent.

The Concise Ready Reckoner and Interest Tables, a book of 186 pages, retailing at 25 cents, contains tables showing the value of any number of figures from 1 to 600 at any price from ¼ of a cent to $10. It also gives tariff of weights and measures such as in common use. Tables for converting sterling money into dollars and cents and vice versa, a list of foreign coins with their value in dollars and cents, interest tables, etc.

The Dominion House Keeping Expense Book for the use of the housekeeper for family accounts, is a book which only requires to be shown to convince the housekeeper of its value as a record of expenditure.

The Archive File is an improvement on many of the files now in use. It has a new copper finish, new mechanism in the arch, and the index is given in red, so that the letters show up better than on the ordinary sheets.

The Archive binding papers are "made to wear."

"Ezeon" clip is a useful paper clip and prove to be excellent sellers wherever displayed. They are put up 10 boxes in a carton and sold to the trade at 85 cents a carton.

A card sent to this firm will bring their trade price-list of crucible steel pens, a splendid line, embracing 18 different patterns.

These are put up in a polished oak display case which will be given free with an order of 25 gross of pens.

SEASONABLE LEATHER GOODS.

A useful as well as a good profit-paying line which is handled by a large proportion of the drug trade is that of ladies' hand-bags, and of which several new styles are being shown for this season, although the best sellers so far are a repetition of those of last year.

More colored leather are being shown to harmonize with the new shades in dress goods, and a fabric bag is amongst those which claim considerable attention.

The "Chantecler," of course, comes to the front as one of the most favorite styles, the color matching as nearly as possible the red of the chanticleer's comb. The demand for red, which of late has declined in popular fancy, has thus been stimulated, and bags as well as belts are being brought out under the name of "Chanticleer" or "le chanteeler," as it is given in the French title of Rostand's famous play.

Another Parisian novelty is the "Cordeliere," which is very distinctive and smart, and well adapted to the high class trade. It is mostly made in black, although a few pastel shades are shown. The bags for this season are mainly constructed with metal top frames, and in some cases there is the tendency to revert to the plain covered or semi-covered frame. An improvement in bag construction has been perfected which consists of a clinched frame to resemble a stitched bag. The maker, who has applied for patent claims it is neater and stronger than a sewed frame.

Other styles in hand-bags remain very similar to those of last season and probably will continue so until the fall when the greater variety of styles make their appearance.

THE VISE CLIP.

On the front cover of this magazine are illustrated the three sizes of Vise Clips, which are being largely advertised throughout the United States and Canada. The Vise Clip covers the entire field of holding papers together and has no equal for temporary or permanent use. It holds from two to sixty papers in a vise-like grip without mutilation, is easy to put on and to take off, and has no points to slip. For samples and prices write the Canadian agents, Buntin, Gillies & Co., Limited, Hamilton.

PROTECTED PRICE OF HOT WATER BOTTLES.

A fact which should be borne in mind in the purchasing of hot water bottles and fountain syringes, is that the lines made by the Walpole Rubber Co., Ltd., of Montreal, are "price protected," and no doubt the company will have the hearty co-operation of the trade by recommending these goods to the general public.

The notice which appears on every package containing the hot water bottle or the Walpole combination fountain syringe, binds both the seller and the purchaser to a fixed price on these goods. For the benefit of any of our readers who may not have stocked this line yet, we have appended the notice as follows:

Notice.

This two-quart Hot Water Bottle is manufactured in accordance with Canada Letters Patent No. 112,-025, dated May 19, 1908, and other patents pending in the Canada Patent Office, and it is offered to the public on the express condition that the same is licensed for use only when the sum of Two Dollars is paid in good faith therefor at retail. The sale of this bottle to the public at a price less than the sum of Two Dollars net, or inducements militating against said price, shall vitiate the right of the user and render the persons concerned in such transaction liable to suit for infringement under said patent, or to an action for damages, all without further notice.

The acceptance of this Hot Water Bottle is an acceptance of this notice and of the conditions herein recited.

WALPOLE RUBBER CO., Ltd.,
By A. T. Baldwin, President.

CHOICE TOILET PREPARATIONS.

The American Floral Perfume Co., Ltd., Toronto, have placed on the market some exquisite lines of toilet goods in addition to their large range of choice perfumes.

Amongst others, very noticeable is the "Floral Beauty Cream," put up in four ounce glass jars with glass tops, each placed in a cardboard box. This cream is a very choice emollient, and, not being greasy, can be used at any time or place and under any conditions. The package is attractive and the article commends itself.

"Floral Skin Food" is another specialty of this firm. It is also put up in glass jars with glass caps and is not likely to corrode, as there is no metal in the package. This article retails at 40 cents, and is packed six in a box.

"Floral Toilet Cream" for roughness of the skin, chapped hands, sunburn, etc., as well as for use after shaving, is a preparation which has an excellent sale. It is a 25 cent article, sold at $1.80 per dozen or $1.65 per dozen in three dozen lots.

Other special lines of this firm are Floral Bath Tablets, Floral Cold Cream, and Floral Breathumes. This latter is a delightful breath perfume and not only this, but it is an excellent article for relieving bronchial irritation and strengthening the voice. It is very neatly put up, 48 packages in a handsome box, the package retailing at 5 cents.

These goods are sold to the trade at $1.10 per box or in lots of six boxes at $1.00 each. Special prices will be given to druggists buying in large quantities to sell again to confectioners and other dealers.

The goods manufactured by this firm are all of the highest class and the druggist who caters to the best trade should not fail to make an exhibit of these lines, as well as of the perfumes of this firm.

INDUSTRIAL ACCIDENTS.

We are in receipt of a booklet dealing with "Industrial Accidents, how they happen, how they are paid for, and how they ought to be paid for" and entitled "Injured in the Course of Duty," being a reprint with additions from Everybody's Magazine. This is a book of 179 pages and deals exhaustively with the subject and should be read by everyone who is interested in having wrongs righted and who is not indifferent to the concerns of humanity.

How to Attract Buyers to your Store

Have a Stock of our Interesting lines of

School Blanks

New Designs of Scribblers and Exercise Books

With Artistic Colored Covers. **They will Prove Sellers in Every Locality Throughout this Dominion.**

OUR FLAG AFLOAT
GOOD NIGHT
MEDICINE MAN
HIGHLAND LADDIE
NORTH POLE
HOME GUARD
GOLDEN WEST
HOLLY WREATH
FLYING FISH
BIVOUAC
RED RIBBON
MASTODON
LUSITANIA
NATIONAL
SNOWSHOEING, Etc.

ALL KINDS OF SCHOLARS' REQUISITES AND SCHOOL SUPPLIES

"Crucible" Pens

Eighteen Different Patterns
For all kinds of writing.

ONCE USED—ALWAYS USED.

Complete Lines of
Office Stationery

"Dominion" Diaries

FOR 1911

OFFICE AND POCKET

Descriptive Catalogue with Prices sent on Application

"Archive" Files

Are the Best.

Flags

Dominion Ensign, Union Jack,
Stars and Stripes, Etc.
(10 sizes)

Welcome Flags for
Celebration Purposes

Send for Prices—they are right.

ESTIMATES GIVEN FOR ALL KINDS OF PRINTING AND LITHOGRAPHING.

The Copp, Clark Company, Limited

TORONTO

Publishers, Booksellers, Lithographers and Manufacturing Stationers.

OFFICE AND WAREROOMS—
64-66 Front Street West.

MANUFACTORY
495 Wellington Street West.

THE POWER OF THE DRUG TRADE PRESS.

*By R. R. Shuman.

There are three general classes of articles and merchandise that can be profitably advertised in the Drug Trade Journals:

1—Store Equipment.
2—Merchandise for the Druggist to sell.
3—Necessities and luxuries for the Druggist, his family and his household.

I will devote a separate paper to each of these grand-divisions, beginning logically with

Store Fixtures and Equipment.

It is not wide of the mark to estimate that the 50,000 druggists of the country spent an average of $1,000 apiece on store equipment and fixtures, when they established their stores.

That meant fifty million dollars.

And it is a matter of record that 5,000 new drug stores are equipped every year. Some of them spend ten, twenty, thirty thousand dollars; some only a few hundred, but the thousand-dollar average is safely conservative.

That means five million dollars a year for new equipment. This does not include soda fountains, which alone would exceed that amount.

Add to this the safe minimum of ten per cent. annual replacement and betterment of the fifty thousand old stores and you have another five million dollars.

Ten Million Dollars a Year for Drug Store Equipment—Outside of Soda Fountains.

What does this ten million dollars buy?

Steel ceilings.
Tile flooring.
Lighting, heating and plumbing systems.
Show cases.
Cash registers.
Prescription cases
Scales.
Show window fixtures.
Jars, bottles, graduates, corks, labels.
Cartons, boxes, wrapping paper, etc.
Pharmacists' tools.
Books and records.
Humidors.
Clocks.
Thermometers.
Dispensing jackets.
Tables and chairs.
Store ladders.
Electric fans.
Soda fountain accessories,

and many other things that are chargeable to store equipment.

Some of these are more or less permanent, requiring renewal only after a period of years; some represent a daily outlay; but all are bought in quantities that aggregate a vast sum annually.

And where do the Druggists buy them?

Where else would they go FIRST for up-to-date information than to the advertising pages of

Their Own Trade Journals?

And who do you suppose has the highest place in their esteem—the fellow who runs a "card" in a little 2x4 corner of the page for cheapness' sake, or the broad-gauge manufacturer who uses large spaces and tells his story RIGHT?

Think of it—you can run a full page for a year in the twelve leading drug journals of the United States and Canada, with an aggregate circulation of over 100,000 copies monthly, for what it would cost you to keep ONE good salesman on the road!

And every one of those twelve pages should sell more goods for you, directly or indirectly, than the best man you ever hired.

Every such advertisement WILL sell more goods than a travelling salesman, if you put SELLING-COPY into it, and if you use such advertising plus salesmen, the advertising should double the sales of every man you have out, by making it twice as easy for him to close his sales.

Don't tell me that the Drug Journals don't pay. I KNOW BETTER.

If they don't pay it is your fault, for not giving them a chance.

Put into their columns the same fire, the same warm, enthusiastic, persuasive eloquence that your salesmen use, and watch your business swell and climb like mercury into the tube when you hold a lighted match under the bulb.

Your business is the mercury.

This paper is the thermometer.

Your copy is the match.

Let me light that match, Sir.

*This is the fourth of a series of powerful articles from Mr. Shuman's pen. That he knows what he is talking about, it is only necessary to state that for the forceful Liquid Carbonic Company ads. that have enlivened our advertising pages for the last three years are his. So great a believer has he become in the Drug Trade Press that he has decided to make his life-work the preparation of advertising for manufacturers and wholesalers who wish to use this power. As his policy is to limit his work to but one house in a line, he tells us that he cannot undertake work that competes with the Liquid Carbonic Company, whose account he is still handling. He may be addressed at 140 Wells St., Chicago.

The world owes no man any more than he willingly tries to put into it. The man who seeks to get more out of life than he is pleased to put in will fail dismally. Success may seem to smile upon the shirker at times, but on the day of final reckoning he will come out short in his accounts.

THE CHEMIST AND HIS WARES IN SHAKESPEARE'S TIME.*

By F. Pilkington Sargeant and J. H. Beacock.

In several of Shakespeare's plays we have references to the apothecary and kindred subjects. In "Romeo and Juliet," scene 5, Capulet, the head of the house, is giving a feast, and welcomes his guests:

Welcome, gentlemen! ladies that have their toes
Unplagued with corns, will have a bout with you.
Ah ha, my mistresses! which of you all
Will now deny to dance? She that makes dainty, she
I'll swear, hath corns.

We may, perhaps, assume that dancing on marble floors was somewhat painful to anyone afflicted with corns. It was at this feast that Romeo met and fell in love with Juliet. In act 4 of the same play we have the effect of the poison which the frair gave to Juliet described. Its object was to enable Juliet to assume death, so that she might escape from her marriage with Count Paris, and be again united to her husband Romeo.

Friar:

To-morrow night look that thou lie alone,
Let not thy nurse lie with thee in thy chamber;
Take thou this phial, being then in bed,
And this distilled liquor drink thou off;
When, presently through all thy veins shall run
A cold and drowsy humour; for no pulse
Shall keep his native progress, but surcease;
No warmth, no breath, shall testify thou liv'st;
The roses in thy lips and cheeks shall fade
To paly ashes; thy eyes' windows fall,
Like death, when he shuts up the day of life;
Each part, deprived of supple government,
Shall, stiff and stark and cold, appear like death;
And in this borrowed likeness of shrunk death
Thou shalt continue two and forty hours,
And then awake as from a pleasant sleep.

We must assume that poetic license allowed Shakespeare to describe a draught which should have such powerful properties as this one. There is next a reference to the popular superstition that mandrake, when taken from the ground, shrieked, and that mortals who heard these shrieks went mad. Juliet is considering some of the possibilities attendant on her taking the draught; the apparent death and the unpleasant awakening in the family vault:

Alack, alack, is it not like that I,
So early waking, what with loathsome smells,
And shrieks like mandrakes torn out of the earth
That living mortals, hearing them, run mad;
O! if I wake, shall I not be distraught,
Environed with all these hideous fears?
And madly play with my forefathers' joints?

A little later the nurse, finding Juliet apparently dead, calls loudly for aqua vitae.

Romeo, hearing that Juliet is dead, decides to poison himself, and we are introduced to the apothecary, who is described as—

In tattered weeds, with overwhelming brows,
Culling of simples, meagre were his looks,
Sharp misery had worn him to the bones:
And in his needy shop a tortoise hung,
An alligator stuffed, and other skins
Of ill-shaped fishes; and about his shelves
A beggarly account of empty boxes,
Green earthen pots, bladders and musty seeds,
Remnants of packthread and old cakes of roses
Were thinly scattered to make up a show.

Entering the shop, Romeo calls:—

Come hither, man, I see that thou art poor;
Hold, there is forty ducats: let me have
A dram of poison; such soon-speeding gear
As will disperse itself through all the veins,
That the life-weary taker may fall dead:
And that the trunk may be discharg'd of breath
As violently, as hasty powder fir'd
Doth hurry from the fatal cannon's womb.

After a little remonstrance the apothecary hands him a draught, saying:—

Put this in any liquid thing thou will,
And drink it off; and, if you had the strength
Of twenty men, it would despatch you straight.

From the swiftness of its action this suggests something of the nature of hydrocyanic acid, which, however, had not then been isolated.

In "Hamlet" we have three poisons mentioned:— The juice of the cursed hebenon with which Hamlet's father was poisoned, the poison with which Laertes anointed his sword when he fenced with Hamlet, and the draught which Hamlet was to drink after the fencing bout. Laertes, describing the ointment, says:—

I bought an unction of a mountebank
So mortal, that but dip a knife in it,
Where it draws blood no cataplasm so rare,
Collected from all simples that have virtue
Under the moon can save the thing from death,
That is but scratched withal.

To make assurance doubly sure, the king has prepared a draught which

—whereon but sipping,
If he by chance escape your venomed stuck,
Our purpose may hold here.

In "Cymbeline" we find that the queen is a student of pharmacy, though the object of her studies seems to have been the removal of the king and the consequent possession of the throne by her son, Cloten. Cornelius, a physician, is her tutor, and he is requested to bring certain poisonous substances. When he brings them, however, he wishes to know how she will use them:—

But I beseech your grace, without offence
(My conscience bids me ask) wherefore you have
Commanded of me these most poisonous compounds,
Which are the movers of a languishing death:
But, though slow, deadly?

The queen replies:—

I wonder doctor
Thou ask'st me such a question. Have I not been
Thy pupil long? Hast thou not learned me how
To make perfumes? distil? preserve? yea, so
That our great king himself doth woo me oft
For my confections?
I will try the forces
Of these thy compounds on such creatures as
We count not worth the hanging.

The physician, however, is not satisfied, and says aside:—

I do not like her. She doth think she has
Strange lingering poisons: I do know her spirit,
And will not trust one of her malice with
A drug of such damned nature. Those she has
Will stupefy and dull the sense awhile;
Which first, perchance, she'll prove on cats and dogs,
Then afterwards up higher; but there is
No danger in what show of death it makes,
More than the locking up the spirits a time,
To be more fresh, reviving.

Imogen, the king's daughter, when sick, takes the drugs, and apparently dies, but afterwards recovers. The queen, when dying, confesses that she had intended poisoning Imogen and also the king. The poison which she had prepared for the king was probably some preparation of antimony. It is thus described:—

She did confess, she had
For you a mortal mineral; which, being took,
Should by the minute feed on life, and lingering,
By inches waste you: in which time she purpos'd,
By watching, weeping, tendance, kissing, to
O'ercome you with her show.

There is a referene to spermaceti in "Henry IV." Hotspur had won a victory over Douglas at Holmedon, and taken several noble prisoners. A certain lord, evidently a fop, was sent by the king to demand these prisoners, and Hotspur, vexed, refused to give them up, saying afterwards:—

—for he made me mad
To see him shine so brisk, and smell so sweet,
And talk so like a waiting gentlewoman,
Of guns, and drums and wounds—Gove save the mark!
And telling me, the sovreign'st thing on earth
Was parmaceti for an inward bruise;
And that it was great pity, so it was,
This villainous salt-petre should be digged
Out of the bowels of the harmless earth,
Which many a good tall fellow had destroyed
So cowardly; and but for these vile guns,
He would himself have been a soldier.

In "All's Well That Ends Well," the King of France is suffering from a fistula, and had been given up by his physicians. The father of the heroine Helena had in his lifetime been very skilful in this disease, and Helena is introduced in these words:

This young gentlewoman had a father, whose skill was almost as great as his honesty. Would for the king's sake he were living, I think it would be the death of the king's disease.

Helena, in conversation with the countess, says:

You know my father left me some prescriptions
Of rare and prov'd effects, such as his reading
And manifest experience had collected
For general sovreignty:
amongst the rest,
There is a remedy, approv'd, set down,
To cure the desperate languishings whereof
The King is render'd lost.

The king, however, fears that since his learned men have declared there is no hope for him that this remedy may be vain:—

I say, we must not
So stain our judgement, or corrupt our hope,
To prostitute our past-cure malady
To empirics;

Helena is persistent, and persuades the king, guaranteeing a cure:—

Ere twice the horses of the sun shall bring
Their fiery torcher his diurnal ring;
Ere twice in murk and occidental damp
Moist Hesperus hath quench'd his sleepy lamp;
Or four and twenty times the pilot's glass
Hath told the thiefish minutes how they pass;
What is infirm from your sound parts shall fly,
Health shall live free, and sickness freely die.

The cure was duly administered and succeeded. The success of it naturally provoked comment, and in scene three is the theme of the opening conversation:—

They say miracles are past; and we have our philosophical persons, to make modern and familiar things supernatural and causeless.

The conversation proceeding relates how the king, given out as incurable by the artists of both Galen and Paracelsus, yet now is completely cured, and no dolphin is lustier than he.

In "Macbeth" there is a reference to insane root. Banquo, speaking to Macbeth after the witches have vanished, says:—

Were such things here as we do speak about?
Or have we eaten on the insane root,
That takes the reason prisoner?

It is highly probable that the drug indicated here is hemlock, which is also mentioned as an ingredient in the witches' cauldron as

Root of hemlock, digg'd i' the dark.

Green, in "Never Too Late," published in 1616, refers to hemlock thus:—

You have eaten the root of hemlock that makes men's eyes conceit vain images.

There does not appear to be any foundation for the assumption made by some writers that insane root was henbane.

The strong purgative properties of rhubarb and senna are noticed in the last scene of "Macbeth," where Macbeth asks:—

What rhubarb, senna, or what purgative drug,
Would scour these English hence?

From these quotations it is obvious that the virtues extant in vegetables and minerals were appreciated to the utmost by the dramatist, who also wrote:—

O! mickle is the powerful grace which lies
In herbs, plants, stones, and their true qualities
For naught so vile that on the earth doth live,
But to the earth some special food doth give.

*Read before the Keighley and District Pharmaceists' Association and other bodies.—Pharm. Journal.

Moth Cakes.

Cedar dust	1 ounce
Camphor	1 ounce
Cassia powder	1 ounce
Orris powder	1 ounce
Oil of lemon	10 minims
Powdered myrrh	2 drams
Powdered curd soap	2 drams

Mix, adding sufficient rectified spirit to mass and press into cakes.—Phar. Era.

Specials for School Opening

Instructive and Interesting

Indisputably the best range of covers ever designed for School Practice Books. We have spared no expense and must excel. To enumerate a few of the leaders :

SCOUTING	The visit of Sir Baden-Powell to Canada this summer, organizer of the Boy Scouts, lends incentive to the movement.
CANADA'S CONTRIBUTION	A first-class cruiser, cleared for action, steaming at full spead, with young Canadian Blue Jackets in the foreground.
CANADA'S NEW TRANS-CONTINENTAL RAILWAY .	The latest map of the Dominion, on both covers in colors.
POCAHONTAS	A beautiful head of an Indian maiden, in rich coloring.
CANADIAN BIRDS	Here we have a group of our wild songsters and their beautiful plumage of many colors.
THE PHILATELIC	A postage stamp collection of many hundreds, from all parts of the world, in their actual colors and cancellation marks.
WHIPCORD	Another very artistic design that will appeal to the older students.
SCHOOL DAYS	A class being held by a large number of domestic and wild animals in the bush, very amusing and interesting.

There are many others, larger, more attractive and better value, than ever offered to the Trade before. Do your business justice and see this range before buying.

WARWICK BROS. & RUTTER, Limited

Wholesale Manufacturing Stationers

Toronto

SPONGES

Exceptional Value

Assorted Case for **$3.50,** containing:

6 Sponges to sell for - 25c each
9 Sponges to sell for - 15c each
12 Sponges to sell for - 10c each
19 Sponges to sell for - 5c each

Mizpah Jock Suspensory

For Athletes and Horseback Riders

All Elastic
Ventilating
Self Adjusting
Perfect Fitting
No Buckles
No Buttons
No Tapes
No Snap Fasteners

Best for the Purpose. **Price $7.00 dozen**

The Lyman Bros. & Co., Limited

Wholesale Druggists

TORONTO **ONTARIO**

For Infancy, Illness and advancing Age.

BENGER'S Food

Benger's Food is for Infants and Invalids and for those whose digestive powers have become weakened by illness or advancing age.

If the digestive functions, however weak, can do any work at all they should be given work to do *to the extent of their powers.* Exercise strengthens, but over exercise defeats its purpose. It is here that Benger's Food is so admirable. In the easy process of its preparation the digestibility of Benger's can be regulated to a degree of extreme nicety.

Manufacturers: BENGER'S FOOD, Ltd., Manchester, England

Benger's Food is sold in tins, and can be obtained through most Wholesale Druggists and Leading Drug Stores

TOWER'S PATENT ROUND END

Aromatic *Highly Flavored*

ANTISEPTIC TOOTHPICKS

Physicians and dentists recommend toothpicks as protection against dental decay. Our patent aromatic antiseptic picks are the best made. They preserve the teeth, sweeten the breath and increase the flow of saliva. Flavors are cinnamon, sassafras and peppermint. Full size box sent for 15c. postage and coupon below. We are the largest manufacturers of toothpicks in the country.

CUTTER TOWER CO., 184 Summer Street **Boston, Mas**

Correspondence invited with dealers, hotel m dentists and physicians.

We want dealers and agents everywhere. Agents are making from $3 to $10 a day.

CUTTER TOWER CO., 184 Summer St., Boston, Mass.
Enclosed find 15c. for which please send me one box of 300 Aromatic Antiseptic Toothpicks..................flavor.
My grocer's name is..................
My druggist's name is..................
Yours truly (Name)..................
(Address)

Trade Notes

Ontario.

W. H. Gilpin is opening a new drug store in Scotland, Ont.

A. D. Hashnell has opened a new drug store on Agnes St., Toronto.

G. A. Russell has taken over the drug business of K. Patton, Gowganda, Ont.

W. T. Armour, druggist, of Port Colborne, Ont., has sold his drug business.

Chas. Lugsdin has purchased the drug business of Alex. Kay, Beaverton, Ont.

Clayton Copeland has purchased the drug business of B. F. Smith, Iroquois, Ont.

The drug store of R. G. Thompson, druggist at Norwood, Ontario, was burned recently.

Non-Fluid Oil Co., Ltd., has been incorporated, head office Toronto, Ont. Capital, $100,000.

J. W. McDermid, druggist, at Queen and Sherbourne streets, Toronto, has sold his business.

G. A. Breen has taken over the drug business of McDermid & Jury, cor. Sherbourne and Queen Sts., Toronto.

J. H. McDonald & Co., Ltd., chemists, of Haileybury, Ont., has been incorporated. Capital stock, $10,000.

The drug store of H. W. Mitchell & Co., Port Hope, Ont., was damaged by fire recently. It was, however, insured.

W. R. Hoar, 356 Yonge St., Toronto, has moved his drug business to the corner of Roncesvalles and Howard Avenues.

J. R. Thompson has purchased the branch drug store of Hennessey Co., Ltd., corner Bathurst and Adelaide Sts., Toronto, Ont.

The drug stock of C. A. MacHaflie, Cornwall, Ont., was damaged by fire and water, loss about $1,000, covered by insurance.

Carter Drug & Stationery Co., Ltd., has been incorporated. The company takes over the Harkness Drug Co., Ltd., at Cochrane and also at Porcupine, Ontario. The capital stock is $10,000, and the incorporators are Walter S. Carter, Lulu L. Carter and C. A. See.

Quebec.

The National Pharmacal Co., of Montreal, has been registered as doing business.

Dufresne & Casgrain, druggists at Montreal, Que., are reported to have dissolved partnership.

Dr. J. A. Clement & Co. is the name of a new drug firm doing business in Montreal, Que.

The American Drug Store has opened at 577 St. Catherine St., cor. Drummond St., Montreal, Que.

Alberta.

R. M. Oatway has purchased the drug business of J. H. Puley, Stony Plains, Alta.

It is reported that G. W. Edwards, druggist, of Okotoks, Alta., has sold his business.

British Columbia.

C. R. McDonald, of Revelstoke, has opened a branch drug store at Chase, B.C.

Gordon Bros.; Ltd., have purchased the drug business of F. Gibson and Hunt Bros., Rossland, B.C.

Manitoba.

Duncan R. Black has purchased the drug business of H. J. Graham, Cartwright, Manitoba.

The Pulford Drug Co., Winnipeg, Man., has sold the retail store at 560 Main St., to Herbert Whyard.

New Brunswick.

G. Henderson has taken over the drug business of Francis McKay, Moncton, N.B.

Nova Scotia.

J. H. Kinley has purchased the drug business of F. C. Churchill, Halifax, N.S.

J. A. S. Wilson has moved his drug business from Sherbrooke, N.S., to Berwick, N.S.

E. A. Foster has purchased the drug store of A. W. Reddin, Charlottetown, P.E.I.

Saskatchewan.

R. A. Scott has opened a drug store at Netherhill, Sask.

S. B. Gillis, druggist at Whitewood, Sask., died recently.

A. R. McEwan, druggist at Francis, Sask, has sold his business.

Dr. McNeil has opened a new drug store at Saskatoon, Sask.

A. R. McEwan, druggist at Francis, Sask., has sold his business.

H. A. Tovey has purchased the drug business of H. Stuart, Unity, Sask.

Wakelin Bros. have taken over the drug business of O. W. Wakelin, Scott, Sask.

Angley & McDowell have taken over the drug business of A. H. Clark, Radisson, Sask.

PERSONAL

Gordon L. Jepson, of London, Ont., of the O.C.P. class '04 and '05, has been successful in obtaining his M.D. in the Western University, standing second in the graduation class and 3rd in fourth year average.

Dr. Moyers, Dunnville, Ont., examiner in Practical Chemistry at College of Pharmacy, has returned from England after spending seven months in postgraduate work in medicine in London.

Dr. Appelbe, of Parry Sound, was a caller at the College during the month.

REMOVAL.

The New York offices of Messrs. Burroughs, Wellcome & Co. have of necessity, owing to the extension of the firm's business, been moved to 35, 37 and 39 West 33rd St., near Fifth Ave., New York City.

HOW AND WHY IN PHOTOGRAPHY.

The above is the title of a booklet issued by Burroughs, Wellcome & Co. dealing with various phases of the photographic art, and will be found a useful companion for the professional and amateur photographer. Copies may be obtained gratis, by writing to the firm's address at 101 Coristine Building, Montreal.

BASEBALL.

The Toronto Manufacturers' Baseball League of Toronto has commenced for the season, the first game of the series being between the Lyman Bros. Co.'s (wholesale druggists) team and one from Business System Limited, the former winning by a score of 9 to 6.

The feature of the game was the pitching of C. Davis for the winners. The following is the score by innings:

		R.	H.	E.
Lyman Bros. & Co.	0 0 0 0 3 6	9	9	6
Business Systems, Ltd.	1 2 2 0 1 0	6	3	2

Umpire, Kennedy.

MANAGERS AND SALESMEN OF THE DOMINION REGISTER COMPANY ENTERTAINED AT THE HOME OF THEIR PRESIDENT, AT CANTON, OHIO.

The Dominion Register Company, Limited, of Toronto, Canada, held a convention of their salesmen in Toronto the first week in May and were invited to visit the plant of the McCaskey Register Company, at Alliance, Ohio, and while there they were entertained at a banquet given by the president of the company, Mr. A. G. Ryley, at Canton, Ohio, on Thursday evening, May 5th.

The Dominion Register Company, Limited, of Canada, is a licensee of the McCaskey Register Company, of Canton, O. The managers and salesmen spent an entire week at the plant of the latter company to become thoroughly educated on the systems of the company, which are duplicated and marketed in Canada by the Dominion Register Company, Ltd., and the president of the Dominion Register Company took advantage of the opportunity to banquet the Canadians at the Canton Club. The entertainment was one long to be remembered by those who were present. The banquet hall was beautifully decorated with Canadian and American flags, and the environments generally were such as made the "foreigners" feel thoroughly at home.

Mr. Ryley, president of the Dominion Register Co., Ltd., although his home is in Canton, is a Canadian, having been born and reared in Canada, and having started his business career with the Canadian Bank of Commerce. Altogether the Canadian boys who made the trip to Canton and who are now back in the field distributing the Dominion products, are enthusiastic over the treatment accorded them at Canton, and as a result of their week's education there, have entered upon their duties for the Dominion Register Company in a way that means success for each and every one of them.

Those who made the trip to Canton were as follows:—H. B. Macdonell, managing director, Toronto, Can.; J. C. O'Connor, sales manager, Toronto, Can.; E. McCall, H. H. Jack, P. M. Corcoran, Geo Cameron, H. N. Hill, P. J. Norton, J. H. Farwell, W. H. McDermott, David F. Milne, F. T. Oldfield, W. G. Stewart, A. M. Almas, W. B. Pierce, J. R. Lumley.

Jas. P. Richards, the representative of the Beaver Glass Co., Limited, has just returned from the East, and reports business as being very good.

This firm is certainly progressive, and seems to have a large share of the "druggists' glassware" trade.

The way mail orders for druggists' glassware are handled by the Beaver Flint Glass Co., Limited, merits a trial by you.

They are successfully specializing druggists' needs in glassware, and have the most complete line in Canada.

If you want anything special, and have been unable to get it—write them—they will likely have it and at a reasonable price.

TRADE TIPS.

Druggist-opticians will do well to read carefully the advertisement of the Michigan Optical Co., Toronto, and who are in a position to supply every requirement of the optical trade, including specialties of their own which prove excellent sellers. This firm asks the support of the druggists of Canada, feeling convinced that they are giving them entire satisfaction in every respect.

Wonder-Shine is an article of real merit, the sale of which should be vigorously pushed by the retail drug trade. Very often this line of goods is neglected and left to some other class of dealers, who make a nice profit out of an article which the druggist can handle both easily and profitably. It is a polish "worth the having and worth the using."

We bespeak for this article a large sale, and it is a case of the first man introducing it to secure the bulk of the trade.

The attention of our readers is called to the adver-

Reg. Trade Mark

YOU DO NOT ALWAYS GET THE BEST VALUE
WHEN YOU PAY THE HIGHEST PRICE

Reg. Trade Mark

We offer two specials, which are unequalled in value:

1218 F 1-10 12k Riding Bow Frame, $7.20 per doz.
1218 FC 1-10 12k Cable Bow Frame, 8.40 per doz.
Any Size Eye. - - Any Length Temple.

The Features—Flat butt temples, flush bridges and cables 1-6 gold on gold filled cores. No other make has this, it costs too much.

MICHIGAN OPTICAL CO., Limited

20 Adelaide St. West, Toronto

We excel in Prescription Work with best appointed plant in Canada.

THE CANADIAN COLLEGE OF OPTICS.

OUR CORRESPONDENCE COURSE IN OPTICS has been such a success that we would like you to know what those who have taken it have to say. Correspondence Courses can begin any time. The same diploma is given correspondence students as class room students. Write for full particulars to **W. E. HAMILL, M. D., Oculist, Janes Building, TORONTO.**

OPTICAL EDUCATION BUSINESS AND SUCCESS

TO DRUGGISTS WHO WISH A LUCRATIVE OPTICAL PRACTICE

WE - -
OFFER

Our Instructors come to you. Teach you the science. Establish a business which yields magnificent profits. You get the knowledge, optical patronage of your locality and all future business without spending one dollar. Write for particulars.

Empire College of Ophthalmology, Ltd., 358 Queen St. West, Toronto

tisement of Richardson & Co., manufacturers of electrical signs and also dealers in sign letters of every description, suitable for the up-to-date merchant. When you want anything in this line drop them a card.

MELANYL, a standard marking ink and one that has a remarkably large sale in England, and is also well known in this country, is advertised on the first page of cover in this issue. It is an ink which can be sold with every confidence and the sale of it should be taken up largely by chemists and druggists.

It may be obtained from all wholesale druggists.

AN IMPROVEMENT IN TEMPLES.

Among the latest improvements in temples is one that is very aptly named Ear Ez. Spectacle wearers experience greater discomfort from the temples drawing behind the ears than from any other cause. Efforts to overcome this difficulty are partly successful when the cable temples are used, but the cable temples do not always give relief.

The Ear Ez temples, which are made by the Michigan Optical Co., are thicker and softer than the cables, and while they hold the spectacles firmly in position, they do not pull and cause discomfort. The method of coiling the wire is new and keeps the ear-piece of the temple in shape. They can be had in 10 karat gold, 12 karat gold-filled and aluminum.

SPECTACLES FOR BRITISH TROOPS SERVING IN INDIA.

It is interesting to note that in many cases the vision of third-class shots has been much improved by the use of spectacles, says the Lancet. In the 1st Northamptonshire Regiment a third-class shot became a first-class shot. In the 1st Queen's a man who just missed being a third class shot became a first. In the 1st Oxfords one failed and two third-class shots became second-class and one third-class become a first. In the 1st Cameronians one improved from non-effective to a second-class shot. In the 1st Royal Scots Fusiliers one third-class became a second-class shot. The results are due to action taken by the medical authorities in 1907 when the eyesight of several selected regiments were carefully examined by army medical specialists in opthalmology.

It does not pay sometimes to charge too cheaply. A lady brought back a prescription to an Edinburgh pharmacist the other day, stating that she had paid about as much again for the medicine in a little country town, and suggesting that the ingredients for which the smaller sum was asked could not possibly be of such good quality.—Chem. & Drugg.

Photography

Black Tones on Bromide with Metol-Hydroquinone.

Black tones of platinotype quality can be secured on bromide paper with the following single-solution developer, provided the print is not over-exposed, and the original negative is of good gradation. It is suitable for good black and white enlargements that are to be converted into bromoil prints.

Boiling water	2 pints (40 oz.)
Metol	32 gr.
Hydroquinone	120 gr.
Sodium sulphite	3 oz.
Sodium carbonate	3 oz.
Bromide of potassium (10%sol.)	100 minims.

For use, dilute with equal quantity of water. Fix in hypo 4 oz., water 1 pint.

To Restore Faded Negatives.

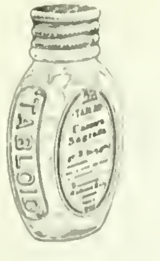
That fading should be more noticeable in the case of the positive print on paper than in the case of the negative is quite easy to understand, as the silver deposit on the paper is much less dense. The most reliable method of restoration known is that of Sir William Crookes, but this can only be depended upon to give satisfactory results when the fading is the normal fading of a well fixed and well washed negative, as distinguished from the irregular and patchy deterioration of an imperfectly fixed negative. The negative is soaked for three hours in water and then it is redeveloped (in the dark-room) for ten minutes by means of equal volumes of the under-mentioned solutions:—

A.—Pyrogallic acid	¼ oz.
Sodium metabisulphite	¼ oz.
Water	1 pint.
B.—Sodium carbonate in crystals	3 oz.
Sodium sulphite in crystals 2 oz., or real (anhydrous) sodium sulphite	1 oz.
Water	1 pint.

The plate must now be thoroughly washed, and then it must be refixed for half an hour in a "hypo" bath, 3 oz. to 1 pint. Once more it must be well washed, and a slight clearing at this stage may be desirable, alum and citric acid or other clearing solution being used. After a wash in running water for six hours it is desirable to tone the negative with gold as a protection against further fading. For this purpose the following two-stock solutions are prepared:—

C.—Ammonium sulphocyanide	100 gr.
Water	10 oz.
D.—Gold chloride	15 gr.
Water	15 oz.

For use mix 1 oz. of C, 1 oz. of D, 8 oz. of water. Soak the plate in this for ten minutes and wash in running water for half an hour.



FINE PHARMACEUTICAL PRODUCTS THAT GIVE SATISFACTION TO PHYSICIAN, PHARMACIST AND PATIENT

TRADE MARK 'TABLOID' BRAND
TRADE MARK 'KEPLER' BRAND
TRADE MARK 'ENULE' BRAND
TRADE MARK 'VALULE' BRAND
TRADE MARK 'VALOID' BRAND
TRADE MARK 'SOLOID' BRAND
TRADE MARK 'HAZELINE' BRAND
TRADE MARK 'ELIXOID' BRAND
TRADE MARK 'VAPOROLE' BRAND
TRADE MARK 'WELLCOME' BRAND

The products bearing these Trade Marks are issued by BURROUGHS WELLCOME & Co.

These brands represent the highest perfection yet attained in manufacturing processes and the latest development of scientific research.

The sale of articles of other manufacture when any of these brands are specified in ordering is an infringement and unlawful.

BURROUGHS WELLCOME & CO., LONDON (ENG.)
SYDNEY CAPE TOWN MILAN SHANGHAI
Offices in America:
101-104, Coristine Building, MONTREAL; and 45, Lafayette Street, N.Y.
Full stocks are held by all the Firm's Houses and also at the following depots
TORONTO—W. J. A. & H. Carnahan; LONDON, ONT.—J. A. Cairncross & Son; VANCOUVER, B.C.—W. M. Harrison & Co.; WINNIPEG, MAN.—W. F. C. Brathwaite, and The Gordon Mitchell Drug Co.

E 127 *All Rights Reserved*

You may easily be deceived in the form but never in the substance of

Hunt's "VARSITY"
"Milk Dipt" Chocolates

Nothing just like them ever offered before. Put up especially for the Drug Trade in ½lb., 1lb. and 2lb. boxes, retailing at 30c, 60c and $1.20.

Each box contains assorted creams and nuts covered with genuine Swiss Milk chocolate, a blending of flavors that will joyfully surprise you.

DROP A CARD FOR SAMPLES

Bruce & Hunt Co. Limited
WHOLESALE CONFECTIONERS
TORONTO

NO! THIS IS NOT AN ADVERTISEMEMT
IT IS A "HORRIBLE EXAMPLE."

I put it here to show how NOT to do it

And I let it stand from issue to issue for the same educational purpose.

Then, to make my point unmistakably clear, I have purposely crowded into this cheap little space "copy" that should have a page.

This sort of thing costs very little per issue—and is worth it!

I despise "cheap" things, and if this thing (it isn't an advertisement) doesn't look cheap, I miss my guess At that, it is better than the average "standing card" because it SAYS something

I estimate that a full page advertisement is worth 40 times as much as an eighth-page "card" in its real advertising value; a half-page 10 times as much as an eighth; a quarter-page 3 times as much, and a 1-inch card, not only valueless, but an absolute damage to the financial standing of the man perpetrating it.

Let me tell you how I can help you make money out of real advertising in this splendid Journal.

Send for my tract "A Cure for the Card-Habit."

I hate to put my name to this awful thing, but here goes:

R. R. SHUMAN, Trade Paper Copy Specialist
440 Wells Street, CHICAGO

Subscribers

R. G. DUN & CO.

If you are not fully posted regarding our Trade Reports or not supplied with special tickets for procuring same, write or telephone. It will interest you.

PROFITABLE SIDE LINES

SEND FOR OUR 800 PAGE CATALOGUE

The OSKAMP-NOLTING Co.

411-413-415 Elm St.

CINCINNATI, OHIO

OVER 65 YEARS' EXPERIENCE

PATENTS

TRADE MARKS
DESIGNS
COPYRIGHTS &C.

Anyone sending a sketch and description may quickly ascertain our opinion free whether an invention is probably patentable. Communications strictly confidential. HANDBOOK on Patents sent free. Oldest agency for securing patents.

Patents taken through Munn & Co. receive *special notice*, without charge, in the

Scientific American.

A handsomely illustrated weekly. Largest circulation of any scientific journal. Terms for Canada, $3.75 a year, postage prepaid. Sold by all newsdealers.

MUNN & Co. 361 Broadway, New York
Branch Office, 625 F St., Washington, D. C.

Development of P. O. P.

The partial printing of P.O.P. with subsequent development is one of the quickest ways of working during the present dull weather. Many methods and formulae have been advocated for the process, but one of the simplest and most satisfactory is the following. Take printing to about a quarter or one-third the customary depth, and then, without any washing, develop the prints in a solution of—

Hydroquinone	16 gr.
Citric acid	40 gr.
Sodium acetate	1 oz.
Water	1 pint.

When sufficiently developed rinse the prints in eight or nine changes of water, and then place them in an ordinary combined toning and fixing bath, where they should remain for at least seven minutes. They may, however, be left in the combined bath until any desired tone is reached.

Parchment P.O.P.

The following interesting process was published recently in the "Bulletin of Photography." The idea is to make a printing medium with a parchment surface. Good stock paper is immersed in the following bath:

Sulphuric acid	4 oz.
Water	4 oz.

The paper is put into the liquid, raised quickly, laid on a piece of glass, and all airbells dispersed. The operation is repeated, laying the paper the other way up. After this the paper is plunged into three successive baths of clean water and finally into a bath of weak ammonia. After a few minutes' immersion in the ammonia, the paper is taken out and dried between blotting-paper. The following sensitiser gives prints of a good rich brown:

A (salting solution).

Potassium iodide	20 grains
Cadmium bromide	10 grains
Barium chloride	200 grains
Sugar	200 grains
Camphor-water to	1 pint.

This solution is applied with a brush or a piece of cotton-wool, and when thoroughly saturated the paper is dried and the following silver bath applied:

B (sensitiser).

Silver nitrate	200 grains
Citric acid	8 grains
Uranium nitrate	120 grains
Distilled water	4 oz.
Alcohol	½ oz.

Dry quickly and print until the color resembles that of an undeveloped platinum print. Then develop with the following:

Pyrogallic acid	4 grains
Citric acid	8 grains
Glacial acetic acid	1 dr.
Water	8 oz.

Development is carried rather far, as the image loses considerably in the fixing-bath, made as follows:

Sodium thiosulphate	½ oz.
Water	8 oz.
Alum	2 dr.

Fix for from fifteen to twenty minutes then soak the print in

Alum	50 grains
Water	8 oz.

The length of time the print is allowed to remain in this bath regulates the tone. The print is finally washed for half an hour.

Purple-Toned Bromide Tints.

Solution A.

Ammonium sulphocyanide	8 ounces
Water.........enough to make	16 ounces

Solution B.

Sodium sulphide	160 grains
Water.........enough to make	2 ounces

For use, take of

Solution A	1 ounce
Solution B	1 dram.
Water	3 ounces

Mix just before use.

The prints are fixed, washed, and dried as usual, and then immersed in a toning bath.—Scientific American.

Developing and Fixing Ferrotypes.

The following solution for simultaneously developing and fixing dry-plate ferrotypes is given by Mr. Haysede in the "British Journal of Photography":

Sodium sulphite cryst	1 oz.
Sodium hyposulphite	8 oz.
Sodium carbonate cryst	2 dr.
Potassium bromide	2 dr.
Hydroquinone	5 dr.
Water	24 oz.
Ammonia (28 per cent)	2 dr.

If the tintype develops too light, add more hypo; if too dark, add more ammonia.

Cold-Weather Developer.

Mr. Woodeson Jackson, in the "Amateur Photographer and Photographic News," recommends the following developer in cases where the minimum exposure has been given. The modified metol developer gives a clean image with most rapid plates when no bromide is used, and when the developing solution is comparatively warm—i.e., at about 70° F.

Distilled water	60	parts
Metol	1	part
Sodium sulphite (cryst.)	4	parts
Sodium bisulphite	1	part
Sodium carbonate (cryst.)	5½	parts

Add and dissolve these in the order given. The distilled water may be slightly warmed with advantage. This solution is mixed with half its volume of water before development, so that the actual strength in metol is 8 grains to the 1½ oz. The time of development at 70° F., with a normally exposed plate, is from two and a half to three and a half minutes.

THE MARTIN, BOLE & WYNNE CO.
WHOLESALE DRUGGISTS
AND IMPORTERS OF FINE DRUGGISTS' SUNDRIES
Corner of Princess and Market Streets . WINNIPEG, MANITOBA

COMING WEST?

SHOULD you desire to come to the great North West, either to engage in the drug business for yourself, or to take a position as a clerk, we may be able to assist you.

We are constantly in touch with every section of Western Canada, and we shall be glad if we can be of service to any one, desiring information, as to location, etc.

Write Us

DRUG REPORT.

Business during the past month has been very good. There have not been many important changes in value.

Cod liver oil is stiffening up.

Chloral hydrate is lower.

White castile soaps, all kinds, are considerably advanced in price owing to the high price of olive oil. The latter article is still climbing up in price for pure goods and as a consequence much inferior stuff is being sold.

Glycerine is a little lower at the moment, the prospects for the future are higher prices again.

Acid Carbolic is low and may be higher shortly.

A—Advanced. D—Declined.

A.	Ashes, Pot	lb.	$ .15
A.	Acid, Fluoric	oz.	.15
A.	Berries, Prickly Ash	lb.	1.75
A.	Buchu Leaves	lb.	.90
A.	Bay Leaves	lb.	.20
D.	Chloral Hydrate	lb.	.75
D.	Cocoa Butter	lb.	.50
D.	Glycerine	lb.	.32
A.	Gum Asafoetida	lb.	1.00
A.	Gum Asafoetida Powder	lb.	1.10
A.	Ichthyol Sodium	oz.	.60
A.	Lactophennin	oz.	1.25
A.	Lead Arsenate, Com'l	lb.	.25
A.	Leaves, Henbane	lb.	.30
A.	Leaves, Henbane, Powd.	lb.	.35
A.	Liquor Ferri Persulph.	lb.	.25
A.	Oil, Castor, English Firsts	lb.	.14
A.	Oil, Castor, Engl'h Seconds	lb.	.13
A.	Oil, Cod Liver, Norway	gall.	2.00
A.	Oil, Cod Liver, Nfld.	gall.	1.50
A.	Oil, Cubebs Oleo Resin	oz.	.35
D.	Oil Lemongrass	oz.	.12
A.	Oil Savin	oz.	.20
A.	Oil Sassafras	lb.	1.25
A.	Oil Sesame	gall.	2.00
A.	Oil of Wine	oz.	.50
D.	Oil Tansy	oz.	.40
A.	Ointment, Blue	lb.	.75
A.	Ointment, Hyd. Nitratis	lb.	.55
A.	Opium	lb.	8.00
A.	Opium Powder	oz.	.60
A.	Water Distilled	gall.	.15

Canadian and American Board of Health medical officers who have studied the subject, state that the house-fly distributes the germs of infectious diseases, such as typhoid fever, tuberculosis, dysentery, and infantile diseases of the bowels, and is the direct cause of many thousands of deaths annually. Under the circumstances the destruction of the fly becomes a public duty, and the use of Wilson's Fly Pads—the most effectual of all fly killers—a necessity.

Business-Opportunity Notices

For Sale, Exchange, Help Wanted, etc., 50c. for 25 words or less; subsequent insertions 25c. Send cash with order.

FOR SALE

Drug Business in Southern Ontario; population 2,000. Stock and fixtures, $3,300. Paying proposition. Good reasons for selling.

Box 5, Canadian Druggist,
Toronto.

Clean paying Drug Business in growing Western Ontario town. Best location, new show cases, good opportunity for growth. Price $3000.

Box 18, Canadian Druggist,
Toronto

NOTICE

Do not buy a Drug Store in Canada or U. S. till you get my list of snaps. Free. Also positions anywhere desired in U. S. or Canada. Estab. 1904.

F. V. KNIEST, R. P.,
Omaha, Neb., U.S A

SITUATION VACANT

WANTED—Druggist graduate of Ontario College of Pharmacy. Apply stating age, salary wanted and experience to

T. A. M. HUGHES,
Souris, Manitoba.

Optical

In testing for astigmatism, in every case of minus spheres or cylinders use the weakest lens that will give good vision, and where minus spheres are used, steal away from .50 to 1 D. from each eye in the glasses given, even though vision is reduced to $^{20}/_{30}$ and sometimes less.

Low degrees of myopia may use the same lens for all points of vision, but as a rule above 3 D. comfort will be obtained in using a weaker lens for close work. Whatever you do in the line of optical work, do not make the mistake of giving a minus lens for cases of false myopia, caused by spasm of the accommodation. Know the operation of fogging in a thorough manner and you will avoid such a pitfall. Some operators claim that they are able to differentiate between the false and real myopia in the use of the retinoscope, but I cannot say that I admit their claim, as I have had many cases where the retinoscope indicated the need for a minus lens but the fogging test proved otherwise.

Now remove all lenses and make the muscle test by imposing the double-prism or the Maddox rod, having the patron look at a single light at the 20-foot distance; over the other eye impose the red lens, also the solid disc. Make your explanations to the patron as to what you wish them to see, and then remove the solid disc and ascertain the position of the lines of light. If you are using the double prism, and have it adjusted in position, three lines of light will be visible, two white lines with the red line half way between the parallel and the two white lines, if the condition be orthophoria, viz., correct balance.

If the colored light is out of that position and tending toward the side the colored glass is on, it denotes a weakness of the nerve supply to the internal recti of both eyes, and the prism held base out before either eye puts them in line is the measure of the deviation. This is called exophoria, outward tending. Watching the eyes as you put on the prism, you will see them turn in to adapt themselves to the prism. The test threw the eyes out of gear, so to speak, and the weakness is exposed involuntarily. Without the test, vision is single, because the natural impulse is there to fuse the images of the two eyes. Hence to put in a prism in the lens which corrects the error of refraction would be to cause a constant inward tendency equal to one meter angle for each four degrees of prism. If in the test the colored light crosses over to the other side, it means that there is a spasm of the nerve supply to the internal recti of both eyes, and the prism which, placed in over either eye, puts them in line, is a measure of deviation. This is esophoria, inward tending. Prisms, as a test of the nerve supply, are a valuable aid to the refractionist, but he who is wise will cut them out in his actual practice for constant use. Having made a thorough test without lenses, impose the lenses and repeat with them in place and perceive how much of the deviation has been at once overcome with the aid of the lenses, and consider that with a little time, Nature will restore a full natural balance without the constant use of prisms.

Having thus completed the examination and test, make your measurements for the frames, viz.: pupillary distance, base of bridge, height of crest, position of crest in or out, and temple length. Knowing the various sizes of eyes or lenses as used, one is enabled to make more exact fitting without a trial of frames at this time, simply taking the complete measurements and bending to same and then any alterations needed when delivering glasses to the patron. This will not only make you more careful in your work in frame fitting, but will give the patron an increased idea on the fitting of glasses. Sometimes your patrons may have old frames that they wish to use for various reasons; insist on them having an entire new outfit, lens and frames, by all means, if possible, explaining that the good effect of properly fitted lenses are vitiated in using improperly fitting frames, and as you are interested in having your work give entire satisfaction, you cannot do that if they insist on using old frames which are not and cannot be easily adapted to their immediate case.

It is a good plan to have one of the illustrated charts close at hand and let the patron see the positive effect of ill-fitting frames. If they have some of their own they insist on using, have them put them on and turn to a mirror and note the likeness in comparison. Few will offer further resistance. Thus far you have acted in the capacity of an optician, and your work has been more or less of a mechanical nature, but if you are interested in the work in a professional way you will not be content to dismiss your patron at this point, but will make some explanations of your examinations and tests. Otherwise your patron will be justified in thinking that more or less of the proceedings have been for effect and not with any intent or purpose to aid you in your diagnosis or correction of their eye defects.

The therapeutic value of glasses are all in the hands of the operator, and proper use should be made by him of that value on every occasion, if he would rise in the esteem of the public in his chosen line of work. Your best advertisement will be gained in the result of your work; therefore be at all times painstaking and thorough. Be particular in attention to little details that add so much to the comfort of those obliged to use glasses, make yourself familiar with the many different guards, studs, springs and equipment that will be of instant service to you, to adapt to the different features that come to you for aid, so that you may be able to perceive just what can best be used, or what changes may be made that will be best for the case in hand. Guarantee your work to give entire satisfaction for a given period.

The Canadian Druggist.

Vol. xxii. TORONTO, CANADA, JULY, 1910 No. 7

—Twenty-second year of Publication—

THE

Canadian Druggist

MONTHLY

WILLIAM J DYAS, PUBLISHER

Subscription, one dollar per annum in advance

Advertising rates on application.

The CANADIAN DRUGGIST is issued on the first of each month, and all matter for insertion should reach us by the 15th of the previous month.

THE CANADIAN DRUGGIST,
15 Toronto Street, Toronto, Canada
Telephone, Main 3203. Cable Address: SAYD, Toronto

ENGLAND—
C Rivington Shill, 56 Ludgate Hill, London, E. C., Telephone 3107, City
FRANCE—
John F. Jones Co., 31 bis Faubourg, Montmartre, Paris.
GERMANY —
Fredk. Lehfeldt, 2 Lindenstrasse, Berlin, S. W. 68.

Publisher's Notices

THIS NUMBER

Besides the usual variety of contents, contains full reports of the:

ONTARIO COLLEGE of PHARMACY, semi-annual meeting.

PRINCE EDWARD ISLAND PHARM. ASSOCIATION, annual meeting.

Official Announcement of:

THE CANADIAN PHARMACEUTICAL ASSOCIATION, annual meeting.

PRICES CURRENT and INDEX OF NEW REMEDIES, corrected up to date.

Besides a number of announcements from new advertisers of interest to all retailers.

We desire to repeat our request to all advertisers to send in copy for their advertisements to reach us not later than the EIGHTEENTH of the month, so as to ensure proofs being furnished and proper insertions being given.

C. P. A. ANNUAL MEETING.

As will be seen by the offiical announcement by the president and members of the executive committee, the date of the annual meeting of the Pharmaceutical Association has been fixed for September twelfth and following days. The meeting will be held at Halifax, N.S., one of the most delightful spots in Eastern Canada, and it is to be hoped that a large number of the druggists of Canada will be in attendance.

Matters of vital interest to the trade interests of pharmacy will be discussed, and we look for pronouncements of decided benefit to the craft as a result of the meeting. We hope to refer again to this matter in our next issue, but would now suggest that as many of our readers as can possibly do so will arrange to take their holiday jaunt to Halifax for September 12th.

THEY SHOULD BE REGISTERED.

It is high time that the provisions of the Patent Medicine Act should be extended, if need be, so as to cover those preparations which are now on the market and advertised to the general public as compounds to be made into mixtures with other ingredients for the relief and for the cure of specific complaints.

The number of these compounds has increased to such an extent that some definite action should be taken in the interest of the public so they will be protected from anything which may be fraudulent or of an infiurious character. The compounds are put up as secret preparations, and there is no reason why, in our opinion, they should not be subject to all conditions of the Patent Medicine Act, and they should be registered at Ottawa and the formula shown exactly as is done with the advertised proprietary medicine.

WHERE ARE YOU GOING?

Every druggist owes it to himself (and to his family, if he has one), as well as to his customers, to take a holiday at least once during the year, and as the summertime is especially the holiday time in

Canada, every retail druggist should make it a point to get away from business for some time at least during the holiday season. It is said that it is "often bad to get too near a thing," and in a sense this is true in business. Nearness obscures the view and makes us narrow and contracted, while absence frequently has the effect of broadening our ideas, enlarging our range of vision, and bringing us in touch with those outside of our own immediate circle of business or social friends.

The man owes this duty to himself in order to keep him bright, both mentally and physically during the balance of the year and to gain new ideas and viewpoints, giving him a different perspective, a quality which many of us lack.

The druggist also owes a duty to others by getting himself out of a rut and getting in touch with those who, although they may not be any more broadminded or have any larger conception of business ideals, yet are always sure to convey something of value from contact with their fellowmen.

Every man should take a holiday, be it short or long, and he should make it a point to give his assistants holidays as well. "All work and no play makes Jack a dull boy," and a steady application to business without intervals of leisure and change of environment is too apt to make men selfish and contracted in their views and hinder them in the growth of technical or even ordinary business knowledge.

QUALITY AND PRICE.

Quality or price? Upon which are you building your business. Price is a shaky bridge, quality a secure foundation. A business built upon price is a flimsy one at best, without strength or endurance. Where you win trade by low prices, you stand to lose it the moment another store undersells you. This "price" trade is altogether unsatisfactory. It is the kind that floats from store to store, and never anchors, for long, in any one place. It is always running into new harbors in search of something cheaper.

A business built upon the secure foundation of quality rises more slowy, but it keeps its trade, because its merchandise is worthy. It takes time to upbuild a quality business, but once you earn and maintain the name of keeping the best goods you need never to worry about how low your competitor is selling his goods. The people whose trade is worth having and keeping are those who are influenced by quality in merchandise, rather than by "cheap" prices.

Examine into the lives and actions of men who have made the real successes in any wholesome line of activity and you will see how that vital spark made all their achievements possible—and maybe you will find the spark yourself.

CONVICTION QUASHED.

A case of interest to druggist-opticians has been finally decided by the courts.

Some time ago Dr. W. J. Harvey, oculist, of Toronto, was convicted by the police magistrate of Renfrew, Ontario, for an alleged violation of the Medical Act, the said violation consisting of examining the eye of a customer and "prescribing" suitable glasses for them.

This conviction was quashed by Mr. Justice Middleton on June 25th, and the complainants, the Medical Council of Ontario, were saddled with the costs of the application, as well as the proceedings before the police magistrate.

The text of the judgment, which we give below, will be of interest to our readers and will go to show that the fitting of glasses for any particular condition of the eye is not contrary to, nor does it violate the Medical Act of Ontario. The following is the judgment:

"Whatever meaning may be attributed to the words practising medicine," says Mr. Justice Middleton, "they cannot be so enlarged by judicial interpretation as to prohibit an oculist from examining the eye of his customer and 'prescribing' suitable glasses. It may, in some cases, be hard to draw the line and determine whether a particular case falls within the statutory prohibition, but no such difficulty exists here. If it is the intention to prevent any one other than a duly licensed physician and surgeon from supplying for gain any of these things which go to make life easier for those who suffer from physical defects and grant to the medical profession a monopoly not only of the practice of medicine as that phrase would be understood in the ordinary and popular meaning, but also of all kindred and cognate arts, that intention has not been expressed in the statute relied on.

"The case would have been different if the defendant had on examination of the eye found disease and prescribed a treatment, either medical or medicinal, to remedy the disease. Here the defendant finding defective vision gave the customer glasses to remedy the eye to find the nature of the defect, but he did not in any way treat the eye itself. Having found the reason the vision was poor he supplied an instrument by which the defect could be overcome."

DRUGGISTS' BOWLING TOURNAMENT.

A cordial invitation is extended to the dentists, doctors and druggists of the Dominion to visit Toronto in September and take part in the D. D. D lawn bowling tournament, which will, as usual, be held on the beautiful lawns of the Granite Club. Programmes of the tournament will be issued later, and will be mailed on application to the Secretary, Mr. W. B. Graham, Registrar of the Ontario College of Pharmacy.

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½ lb., 1 lb. and 7 lb. pcls. Hyd. Ammon.
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1 lb. bots. Potass Acetas Gran.
1 lb. bots. Potass Citras Pulv. or Gran.
1 lb. Cartons, 1 lb. bottles, 14 and 28 lb. boxes Potass Iodid.
7, 14, 28 lb. pcls. and 5 cwt. casks Pulv. Seidlitz
1 oz. and 4 oz. bots. and 100 oz. tins Quinine Sulphate.
1 oz. bottles Quinine Hydrochlor.
“ “ “ Bisulphate.
“ “ “ Hydrobrom.
“ “ “ Salicylas Art.
“ “ “ Valerian
7, 14, and 28 lb. parcels and 5 cwt. casks Rochelle Salts.
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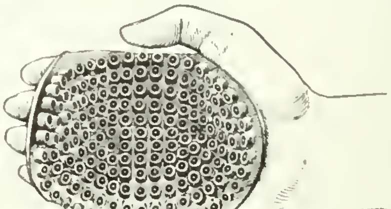

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Canadian Pharmaceutical Association

Appeal to My Brother Druggists on Behalf of the Canadian Pharmaceutical Association.

Ottawa, June 25th, 1910.

The executive of the Canadian Pharmaceutical Association has chosen the week beginning Monday, September 12th, for its annual convention at Halifax. The first day will be devoted to informal preparation for the function. Tuesday the regular routine business will be entered into. There is no lack of interesting material to engage the attention of the members and every druggist from coast to coast is a member and invited to take part in the deliberations. That means you, not the other fellow. The success of this convention and the fate of all future conventions depends as much on your personal interest in its functions as on the efforts of the men who have undertaken the work for the elevation and improvement of your calling by organizing the Canadian Pharmaceutical Association. These men are your brother druggists. Men who have made a success of life, and a success of their business pursuit. They are therefore not greatly in need of the help of their fellow workers. As students of commercial problems, however, and observers of the wastefulness of unregulated business methods they are impressed by the necessity of introducing saner principles of business conduct, so they are striving to eliminate every unfair obstacle to complete equality of opportunity in the competition for business. They also recognize the inadequacy of remuneration and rank accorded pharmacists in the military and naval service of the Dominion and are aiming to secure appointment of only qualified pharmacists for this duty with pay commensurate with rank. They realize the defective training of apprentices under existing conditions and are planning supplementary education to cover the whole period of apprenticeship. Now these are a few of the practical pressing needs of the drug trade and they must be handled with energy and enthusiasm if we are going to accomplish anything for one another. Now your part is not only to keep in touch with the policy of the Canadian Pharmaceutical Association, we want your active participations in its deliberations. We want your presence at Halifax. We are prepared to guarantee every pecuniary advantage to you if you'll only become convinced that there is no better educative influence than association with your fellow workers in advancing the common interest of all your business confreres. Don't say you can't afford the expense. Any man in Canada to-day who says he can't afford to leave his occupation to take a holiday and lend a hand in co-operative work for amelioration of business or social conditions does but advertise a glaring need for both the holiday and the Association convention. You'll be much better fitted for the money-getting side of life on your return from Halifax that you'll never again miss the chance to increase your power to fulfil all the most useful functions of life. It is a reproach to the retail pharmacist of Canada that he should need so beseeching an appeal to rouse himself to appreciation of the crying needs of his occupation and to bring home to his consciousness that only a largely representative organization operating in every section of the Dominion can be looked to to wield sufficient influence to give practical effect to remedial measures. You have over two months to plan ways and means to enable you to take your share of the work of the Halifax convention and appropriate to yourself all the positive benefit to be derived from participation in it. Make this the holiday of your life and enjoy perfect freedom from the environment that is surely operating to dwarf your judgment and unfit you to understand the harmfulness of too complete devotion to one side of life.

Earnestly yours,
HENRY WATTERS,
President C.P.A.

BACHELOR OF PHARMACY.

The following graduates have completed their examinations for the degree of Bachelor of Pharmacy in connection with the University of Toronto and had the degree of Phm.B. conferred on them:

G. L. Buckham, J. Burgess, A. A. Carmichael, V. E. Christilaw, S. C. Cooper, R. J. Crosby, E. E. Davis, G. N. Elwin, J. W. Fahrner, J. E. Fasken, F. D. Fraser, T. H. Gray, C. L. Guest, H. C. Hayhow, C. Herrington, H. T. Howe, G. H. James, C. W. Liddle, W. L. Linton, B. R. Mackenzie, J. D. MacMillan, J. O. Neave, W. G. Robertson, J. N. Sinclair, L. L. Springsted, J. L. Standish, A. H. Stirling, H. A. Switzer, J. F. Willis, L. H. Wilson, R. R. Work, P. Yeo.

The following candidates are required to take supplemental examinations in the following subjects before being admitted to the degree of bachelor of pharmacy: E. J. Bowlby (botany and prescriptions), J. P. Dunnigan (pharmacy), J. A. Macdonald (practical pharmacy).

TO SELL, ONE MUST ADVERTISE.

Emerson said that if a man made a better mouse trap than his neighbor the world would make a beaten path to his door though he lived in a forest. Nowadays he would have to advertise his trap, and keep on advertising it, or the path to his door would not be travelled, and his stock of traps would lie rust-eaten behind his shack, unheard of, unsung, wasting their beauty in the stillness of the forest.

P. E. ISLAND PHARMACEUTICAL ASSOCIATION.

Annual Meeting.

The annual meeting of the P. E. Island Pharmaceutical Association was held in the Board of Trade rooms, Charlettetown, on June 15th, 1910. There was a fair attendance of outside members.

The president, Geo. A. B. Macdonald, in his address, entered a strong plea for shorter hours for druggists, and a committee was appointed to interview the city druggists and try and arrange for this needed reform.

The report of the delegates to the meeting of the C. Ph. A. at Banff last August was read and the members urged to attend the meeting at Halifax this year.

The secretary-registrar's report showed that there were 51 names on the register, the same number as last year. No examinations were held during the year but there will most likely be some applications to take the exams. to be held in July of this year.

A letter of sympathy was ordered to be sent to the widow of the late Dr. James McDonald, a member of the Association, who died during the year.

The election of officers for the coming year resulted as follows:

President—J. E. Gallant, Tignish.

Vice-President—H. J. Mabon, Souris.

Secretary-Registrar—R. M. Johnson, Ph.B., Charlottetown.

Treasurer—Hon. G. E. Hughes, Charlottetown. J. G. Jamieson, D. O'M. Reddin, Charlottetown; A. R. Crosby, Summerside.

B. C. PHARMACISTS DINE.

"Ye members of ye anciente and honourable pharmaceutical associations of ye Province of British Columbia" is the wording adopted in the handsome invitation, a copy of which we have received, to the banquet held at the Dutch Grill, Vancouver, B.C., on June 9th. This quaint document, which is given in Chaucerian English, goes on to say: "Moreover, on the festive nighte for to make ye the more merrie there shall be much good foode to fil withal one's inner beinge, there shall be orations rendered, queer speeches saide, sweet musicke to charm ye eare and each person there if he shal so desire may smoce long weeds from ye distante Isle of Kuba."

"But take ye notice that whosoever imbibeth at this feaste so much as many small tittles of stinginge spirite, shall not be looked upon with much favoure."

The document, quotation from which we give above, is a very imposing one, on which the red seal of the B. C. Pharmaceutical Association appears, and is certainly unique in its general appearance.

The editor of this Journal would, if circumstances had permitted, have been only too glad to have been with the members at their banquet.

THE LATE PROFESSOR KOCH.

The whole medical world was stirred by the despatch containing the news that Professor Robert Koch, the famous bacteriologist, died at Baden Baden, Germany, on May 27th, from a disease of the heart.

The deceased was born at Klansthaul in Hanover in 1843, studied at the University of Gottingen from 1862 to 1866, and after taking his degree was appointed assistant surgeon in a general hospital at Hambourg, and afterwards practised privately at Langenhagen in Hanover.

In 1872 he began his bacteriological investigation and about that time discovered a method of procuring microscopical preparations by means of which he, in 1882, isolated the tubercle bacillus and produced tuberculosis by its inoculation in animals. In 1883 he discovered the so called "commo" cholera bacillus and for his service received a gift of 100,000 marks (about $25,000) from the German government.

At the beginning of 1890 he became famous for his discovery of the Phthisis bacillus, and for a specific agent which arrests the ravages of this disease.

Dr. Koch was awarded the "Ordre Pour La Merate" by the French government.

OF WIDESPREAD INFLUENCE.

Amongst the latest subscribers of the "Canadian Druggist" is the firm of Syed Abdool Razzaćk & Co., chemists to H. H., the Nizam., G.C.B., G.C.S.I. of Hyderabad-Deccan, India.

The "Canadian Druggist's" list of subscribers is not by any means confined to this country. We have them in Great Britain, including Ireland and Scotland, in China, Japan, India, France, Germany, Australia and on this continent outside of Canada, in the United States, Mexico and Cuba.

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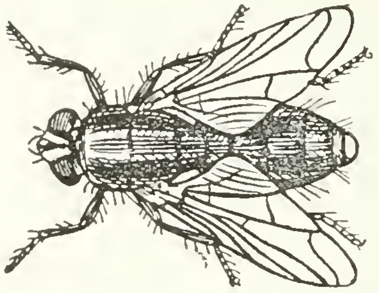

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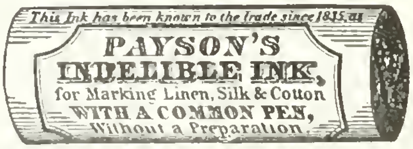
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PHARMACY IN GREAT BRITAIN

Death of Mr. Michael Carteighe—Sequel to a Doctor's Dispensing Error—Annual Meeting of the Pharmaceutical Society—Progress of the CoOperative Movement —The Sale of Nicotine Insecticide.

The talk of the past month has been centred round the great loss which British pharmacy has suffered by the death of one of its most distinguished supporters, Mr. Michael Carteighe. Your readers will better understand what his removal means to the craft when I mention the fact that he had the unique and unprecedented honor of being president of the Pharmaceutical Society for the long period of fourteen years (1882-1896). Mr. Carteighe's career deserves more than a passing reference, especially as he was known to many leading American and Canadian pharmacists. After receiving his early training at the School of Pharmacy, London, he studied at University College, when he became a demonstrator in chemistry. In 1863 he was awarded the Pereira Medal by the Pharmaceutical Society for pharmacy, chemistry and botany, and in the same year he qualified as a pharmaceutical chemist. He was English secretary of the International Pharmaceutical Congress in 1881 and in numerous other movements connected with the craft he took a prominent part. Mr. Carteighe was elected a member of the Pharmaceutical Council in 1866; he was one of the founders of the Institute of Chemistry and vice-president from 1885 to 1896. He was also a Fellow of the Chemical Society, for 40 years an active member of the Royal Institution, and the past vice-president of the Royal Society of Arts. The British Pharmaceutical Conference regarded him as an esteemed and honored member. In his earlier years he took part in many important chemical and physical researches, one of the most notable being an investigation of the electrical conductivity of metals. Although during recent years Mr. Carteighe had not been able to devote as much time to the promotion of the interests of the craft, his insight was as keen as ever, and his death at the age of 68 is very widely regretted.

* * * *

The story of an unfortunate dispensing mistake by a doctor was unfolded in the London Sheriff's Court on June 1. Mr. James Pratt, a music hall manager, sued Dr. John Fletcher, of Fulham, for damages for the death of his wife. The facts disclosed showed that Mrs. Pratt was given a bottle of medicine by Dr. Fletcher for indigestion. She took some of it and was seized with agonizing pains. The doctor was sent for and he used the stomach pump, but without avail. He then left the house, but before doing so took the bottle of medicine into the scullery and filled it with water. Another physician was called in who perceived that Mrs. Pratt was suffering from strychnine poisoning. Dr. Fletcher admitted the death was due to strychnine, and said that he did not fill up the bottle to destroy the traces of his error, but to prevent others being poisoned. The jury assessed the damages at £214, including costs.

* * * *

The annual meeting of the Pharmaceutical Society took place in London on May 18, with the president, Mr. J. F. Harrington, in the chair. The report and financial statement for the year 1909-10 were received and adopted. It was shown that the ordinary revenue of the Society during the twelve months had exceeded that of the previous year by £1,687; subscriptions yielded £845 more and examination and registration fees £780. Altogether the sum of £2,000 was spent in carrying out the statutory obligation of testing the knowledge of candidates desiring registration as chemists and druggists or as pharmaceutical chemists. Law costs totalled £835, and the sum of £916 was spent on the School of Pharmacy.

At the adjourned meeting of the Society, the result of the election of members of the Council was declared. There were seven candidates and thirteen vacancies. One former member, Dr. Symes, of Liverpool, was returned in the place of Mr. P. F. Rowsell, and with this exception all the retiring members were re-elected. The two candidates promoted by the National Union of Assistant Pharmacists were lowest on the list—a result which was expected by many.

* * * *

Although not directly connected with the practice of pharmacy, it may interest your readers to learn of the growth of the co-operative movement in this country. The following figures are significant. Twenty-four years ago, the trade of the co-operative stores totalled 31 million pounds. The returns for 1909 show a membership of no less than 2,600,000, and the retail distributive trade alone exceeding £70,000,000. Thus in something less than a quarter of a century nearly two million people—mainly heads of families and therefore representing about one-fifth of the present population of the country—have become attached to the movement. As one of the papers point at the time the figures were published, what is to become of the pharmacist and other individual traders if such movements continue to increase so rapidly.

* * * *

The sale by an unregistered and unlicensed person of a poisonous insecticive containing nicotine led to proceedings being instituted against the vendor, William J. Nash, an assistant in the shop of a Wimbledon firm of florists and nurserymen, who was sued for a penalty of £5 for a breach of Section 15 of the Pharmacy Act, 1868. The case was regarded as a test, being the first of its kind to be taken. The proprietor of the shop held a license under section 2 of the Poisons and Pharmacy Act, 1908, and he claimed that the license was for the sale of poisonous substances used in agriculture at the shop—not only by himself. The plaintiffs contended that the license only allowed the holder to sell, and not his assistants, otherwise the Act of Parliament would become a dead letter. After a long hearing the judge decided to put his decision into writing, and the case was adjourned. Considerable interest has been taken in the case and there is talk of an appeal on both sides.

* * * *

Business in drugs and chemicals continues somewhat dull and slow. Bismuth metal has advanced 1/- per lb., and preparations containing bismuth are therefore higher in price. The cod-liver oil business is in a very poor way and barrels of the best Lohoten oil are obtainable at 95/-. Mercurials have reduced in price, and morphine is quiet at 8/- per oz. for the hydrochloride powder. Lower prices are expected when the new opium crop arrives.

THE UNPROFITABLENESS OF ANIMOSITY IN TRADE.

One of the mistakes which is conspicuously unwise and even mischievous in its results is the doing of things in business for the purpose of injuring a competitor. A wise and very successful manufacturer remarked many years ago that whenever in business a thing is done in ill-temper it is almost invariably a foolish thing. The same principle applies to a business policy which is actuated by a spirit of antagonism to one's competitor. If it is an effort to drive him out of business it generally fails, and if it succeeds the result is usually achieved at too great a cost. If the aim is to injure him in some minor way it is at best a waste of effort, diverting energy that might be used to good advantage. The business man must take a practical view of things and test his business policy, and each measure he adopts, by its practical results in contributing to his success and increasing his profits. His attention is to be fixed on his own business and not on his competitor's. A course of action which has in view diminishing the profits or increasing the difficulties of another is of more than doubtful wisdom. It is expending energy on wrong lines, for there is no expectation that it will yield a financial return. The effort is to pull down the other man's business rather than to build up one's own. Whether or not the effort is successful makes little difference; the policy is a blunder. Measures adopted in such a spirit, whether or not they accomplish the desired end, do not justify themselves. If the merchant had repressed the unworthy feeling that dictated the policy and had given his attention to the advancement of his own interests directly, rather than seeking the injury of his competitor, he would have been not only a better man, but also a wiser merchant.

NATIONAL IMPORTANCE OF PUBLIC HEALTH.

The fundamental importance of the subject of public health to our national civilization and industrial efficiency was concisely expressed by the Chairman of the Commission of Conservation in his inaugural address before the First Annual Meeting of the Commission. In this connection Mr. Sifton said in part: "The physical strength of the people is the resource from which all others derive value. Extreme and scrupulous regard for the lives and health of the population may be taken as the best criterion of the degree of real civilization and refinement to which a country has attained. It cannot be said that it has received too much attention, though the Provinces, the Dominion, and the municipalities have health laws and health administrations all doing effective and useful work. There are, however, many branches of the subject, general in their character, which merit attention. The Dominion spends hundreds of thousands of dollars in eradicating the diseases of animals, and the work, it is pleasing to know, is being done with thoroughness. But no similar effort is made by Province or Dominion to meet the ravages of diseases among human beings, such, e.g., as tuberculosis."

That there is a great work to be done in checking the inroads of tuberculosis is evidenced by the mortality statistics of the last census. In the census year there were 9,709 deaths from the disease in Canada. Or, in other words, twelve deaths out of every hundred in that year were due to tuberculosis. And yet tuberculosis is classed by modern medical science as a preventable disease.

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MANUFACTURERS OF

"B & S" BRAND **COCAINE** "B & S" BRAND

Sulphate of Quinine and all other Cinchona Preparations; Ferratine, Lactophenine, Theophylline, Atropine; also of Acetanilid, Caffeine, Chloral-Hydrate, Codeine and its Salts, Cumarin, Gallic Acid, Glycerine, Phenacetin, Pyrogallic Acid, Resorcin, Strychnine, Terpin, Hydrate, Etc.

OUR REPRESENTATIVES FOR THE DOMINION OF CANADA

MESSRS. B. & S. H. THOMPSON & CO., LIMITED, MONTREAL

LARGEST SALE IN THE WORLD.

Wincarnis is now sold throughout the world, and the large and ever increasing demand for this delicious Wine Tonic should convince you that you are losing a share of the profits that others are getting by not stocking it.

Sole Proprietors COLEMAN & CO., LIMITED, Wincarnis Works, NORWICH, ENG.

WINCARNIS

MERCK'S PURE

CHLOROFORM

PREPARED SPECIALLY FOR

ANAESTHESIA

is made by an improved process which guarantees purity and reliability unsurpassed by any other make put on the market.

It is therefore

Used in Many Large Hospitals

all over the world.

SUPPLIED IN

1 oz. and 2 oz. melted-up tubes. ½ lb. and 1 lb. glass stoppered bottles

E. Merck

Keep in a cool and dark place. After bulk is broken, use contents of a bottle within a few days, since Chloroform is subject to decomposition in bottles which are not completely full.

Darmſtadt

The Pure Food Law
prohibits the sale of any
but strictly pure

Special Prices when ordered in bulk packages.

EXTRACT
. VANILLA .

WYETH'S represents the True Flavor
of choice Vanilla Beans

FREE FROM ANY ADULTERANT

PURE AND WHOLESOME

* * *

JNO. WYETH & BROTHER
INCORPORATED
Philadelphia, Pa.

CANADIAN WHOLESALE DRUGGISTS' ASSOCIATION.

Annual Meeting.

The annual meeting of the Canadian Wholesale Druggists Association was held at Ottawa, Ont., June 21st and 22nd, when routine business was transacted. The following officers were elected for 1910-1911:—President, James Mattinson, Montreal; vice-president, L. J. Mylins, Halifax; 2nd vice-president, Chas. McD. Hay, Toronto; treasurer, W. C. Niblet, Hamilton; secretary, W. S. Elliott, Montreal; committee of management: E. C. Mitchell, London; T. A. Henderson, Toronto; D. Hockin, Vancouver, H. L. Ganter, S. John; W. McA. Stewart, Hamilton; F. H. Bole, Winnipeg; James Watt, Toronto.

Executive Committee—Arthur Lyman, Montreal; J. W. Knox, Montreal; C. W. Tinling, Montreal; E. D. Martin, Winnipeg; M. MacPherson, Ottawa.

Hon. Presidents—H. H. Lyman, Montreal; D. W. Bole, Winnipeg.

An interesting feature of the last day's proceedings was the presentation of a cabinet of silver to Mr. James Mattinson, the retiring secretary.

SOLUTION OF A DRUGGIST'S PROBLEM.

The question of what interior finish is best for the walls and ceiling of a store is one that has perplexed druggists and all retailers. Until a few years ago plaster and matched wood were the only materials available for this purpose, at a reasonable price. Neither of these makes a finish that a man interested in making the interior of his store clean, bright and inviting, can get very enthusiastic over.

A plaster ceiling is not at any time at all attractive, and, as soon as it stains or the paper becomes faded, it has a positively depressing and darkening effect upon the store. A wooden ceiling cracks, warps, and opens up in a few years, and, in case of fire, instead of preventing the spread of the flames, leads them from floor to floor

An interior finish in which these defects are overcome is embossed sheet steel. It is fireproof, sanitary and cannot crack, warp or fall down. A metal ceiling is reasonable in price, is cheaply and easily erected without interruption to business and, once up, is practically indestructable. Instead of having a negative effect in the store it makes the surroundings bright, cheerful and trade-drawing. The purchaser has his choice of a large range of designs and can easily secure one to harmonize with the fixtures of his store and to help them and his shelves to present an attractive and inviting interior.

The Galt Art Metal Co., Ltd., of Galt, Ont., who manufacture these goods, have offered to send to any of our readers their large illustrated catalogue "A" upon request. A further description of their "Classik" ceilings will be found on page 431 of this issue.

EXHIBIT AT CANADIAN MEDICAL ASSOCIATION MEETING.

The exhibit of Burroughs, Wellcome & Co., at the meeting of the Canadian Medical Association held at Toronto, contained some interesting examples of recent scientific developments in efficient and convenient pharmacy.

Under the brand name of 'Vaporole' admirable pharmaceutical products are provided both for inhalation and for injection, and in their preparation considerable ingenuity has been displayed.

The 'Vaporole' products designed for injection, among which may be mentioned 'Vaporole Ernutin,' 'Vaporole' Pituitary (infundibular) Extract, etc., etc., provide a wide range of sterile substances in portable and convenient sealed containers. These containers, which are of registered design, consist of an expanded base which enables them to be placed in a vertical position on any level surface, surmounted by the bulb containing the preparation and an extended neck. Between the bulb and the neck there is a constricted portion which carries a file mark. When the contents are required for use, it is only necessary to break the glass at the file mark by a slight snap, when the syringe may be immediately inserted into the bulb and the contained injection withdrawn therefrom.

Among the 'Vaporole' products 'Ernutin' has been referred to, this specialty is also issued in bottles for oral administration.

'Ernutin' contains the alkaloid ergotoxine and the organic base para-hydroxyphenyl-ethylamine, the active principles of ergot, in a high state of purity. The inactive as well as the irritating constituents of ergot have been eliminated in 'Ernutin' and as the latter is physiologically standardized by observation of its effects on the vaso-motor functions of the symaction which makes it unique among ergot preparations.

'Tabloid' First Aid equipments are provided for aviators, aeronauts, automobilists, nurses, etc. They contain most useful and easily applicable dressings, bandages, etc., together with instructions which place the power of rendering first aid within the reach of all.

The range of the 'Tabloid' brand products is again fully up-to-date in including preparations of the more recent drugs, and the list of the 'Wellcome' brand sera and vaccines is more comprehensive than ever.

'Tabloid' Pleated, Compressed Dressings, of which a very full range was shown, are of special interest to the medical man who travels or who covers extensive areas. Even on his holiday the doctor is not forgotten by the firm, as is well shown by the exhibit of 'Tabloid' photographic products and that well-known little handbook, the 'Wellcome' Photographic Exposure Record and Diary which contains so much concentrated information for the photographer.

The arrangement of the whole display was as notable as the good qualities of the material shown, and the attractive form in which the assortment was brought before the vision left a particularly pleasant impression on the mind's eye.

A MOUNTAIN DRUGGIST OF FAR-AWAY.

By Felix J. Koch.

Up in the higher mountains of Hungary, the Tatra, that is, the village druggist is just learning the art of advertising, and just lately in our mail we chanced on one of his effusions—a simple folding post card, that brought to mind the delightful cedar-wine which the man brews, to sell, as our own druggists do soda.

His name was Greb—Johann Greb—and he was 'apotheker,' or druggist, at Poprad there in Hungary. That fact was declared on the front of the postal. The rear was given over to a dozen lines, on which you should write your order, and whether the sundries should be sent by express or mail.

Inside, then, one had his announcement. It is interesting, in its queer Saxon-German, for ever since the year 1100 this little nest of Saxons has existed here in the heart of Magyar-Hungary.

Translated, too, it is unique:

"Permit me," he says, "to beg your kindly attention to my notices, and particularly to my for twenty-eight years well-proven Carpathian specialties, which are known as exceptionally fine in their adjustment each to the other, and already, at many expositions, with the greatest premiums have been received."

Of these, the following are particularly to be noted:

"Tatra, Carpathian, fruit saps and marmalade compotes.

"Tatra, Carpathian, raspberry sirup. 1 post-demijohn, Brutto, 5 kilo franco, to every station, 6 crowns 70."

Lemon juice, in the same price and arrangement.

Raw raspberry-sirup (Succus rubi idaei)—filtered, aromatic and clean. 1 post demijohn 3 klo., contents franco to every station, 4 kr. 56.

Then he has strawberry sirup and raspberry viniger—the latter in liter bottles.

Tatra strawberry sulp.—a sort of general mixture, aromatic, too—is to be had.

Then there are preissel-berry compotes in sugar, and there are Heidel-berry compotes, there is Tatra flower-honey and drop honey, and there is mushroom salad.

Again, one can get the Heidel-berry wine, and there is an herb liqueur, there are stomach bitters, and there is a juniper concoction.

Out of the pine needles other preparations are made—one a "cedar-odor," which is to be used for sprinkling about.

Pine-essence and cedar perfume, bath extracts, soaps made of the alpine rose; these are his specialties. The list is interesting, withal that his method of setting them forth is scarcely what a modern advertiser would dub a good composition.

THE MANTLE OF ETHICAL CHARITY.

J. H. Beal.

It does not by any means follow, as some teach, that there can be no ethical pharmacy save that which consists in compounding physician's prescriptions and the dispensing of drugs and medicines in a purely professional way. Purely commercial transactions are no less within the scope of ethical consideration than those which are wholly of a professional nature.

The pharmacist who is compos mentis will naturally seek to practice the kind of pharmacy that is practicable.

By preference he may cultivate the professional rather than the commercial side, but whether he can make it yield him a livelihood depends upon circumstances not within his control.

If his situation is such—and it will be so in a large majority of cases—that there is not sufficient professional practice in sight to afford a living income, he must yield to the stern necessity of circumstance and seek additional profit from other sources.

Nor do I see anything inherently wrong or discreditable in the selection of the commercial side of pharmacy for exploitation, if the opportunities are more favorable in that direction.

The man who prefers to be simply a merchant-druggist, provided he complies with the code which governs honest merchandising, is just as much deserving of respect as the man who cultivates the professional side of pharmacy exclusively.

In fact, if the druggist must be defective in either direction, it is less fatal to lack in professional attainments than in commercial ability. Men who are professionally qualified can always be hired; those who possess decided commercial ability usually hire other people.

Apparently there is an incompatibility between high professional skill and executive business ability. The attainment of one necessitates quiet concentration of thought, laboratory experimentation and leisure for the searching of literature; the other requires the study of market reports, the planning of advertising campaigns, and an alertness to all that makes for success in the hurly-burly of business competition.

In the present stage of the cutting the average druggist can do little else than to continue the opposing ingredients and trust to a "shake label."

If he wishes to attain the highest success, he must specialize in one direction or the other.

NA-DRU-CO

We are handing out our money---

Are You Getting Your Share?

There is more money being spent in the advertising of NA-DRU-CO Goods, than on any other line of Medicines and Toilet Articles in Canada.

Right Now - - -

NA-DRU-CO Tooth Paste

is the best advertised Tooth Preparation in Canada. Take advantage of the opportunity we are making for you. Recommend NA-DRU-CO Tooth Paste and NA-DRU-CO Goods to your customers. You will find that they respond quickly to your suggestion, because they are being taught by our advertising that all NA-DRU-CO Goods are reliable, and that they get their money back if not satisfied.

One Druggist writes—"Last Saturday night I sold thirteen tubes of NA-DRU-CO Tooth Paste between supper and closing time."

The goods cost him	$1.20
He sold them for	3.25
Profit	2.05

This man knows a good thing when he sees it.

You "get busy" and get a piece of it.

Remember that little thing about "opportunity?

Do it right NOW.

Price per doz. $1.50; 3 doz., $4.00; 6 doz., $7.50; per gross $14.00.

WINDOW DISPLAY for the asking.

NA-DRU-CO

TORONTO - HAMILTON - LONDON

Make Big Profits
selling
Knickerbocker Spraybrushes

Like a Dip at the Sea-Shore

A BATH with the KNICKERBOCKER FOUNTAIN SPRAYBRUSH is as delightful and beneficial as the vigorous splash at the seashore. Each of the hundreds of tiny rubber tubes or "teeth" is converted into a minute fountain or spray, the moment the water is turned on. Ideal for shower, shampoo and massage. Gives more efficient and altogether satisfactory service than $75.00 overhead showers, at only $2.00, $3.00, $4.00 according to style. Supplies a rich man's bath at a price every man and woman can afford

Your Customers

will buy 3 dozen within 60 days. They sell on sight and those who buy recommend them to all their acquaintances. Every sale will bring three to five or more.

Our Co-operative Plan

forces instant demand We furnish sales compelling booklets, display cards, and circulars bearing your imprint with the goods Send us list of best customers and we will mail strongly written letters, postage paid by us, to them requesting that they call at your store and look over your stock. Hundreds of our dealers testify to the effectiveness of this plan.

Absolute Guarantee

Every Spraybrush is absolutely guaranteed this makes selling easy. Any one who purchases a KNICKERBOCKER SPRAYBRUSH may return it if it is found unsatisfactory within 10 days and purchase price will be refunded. We back up every dealer in making this guarantee to his entire trade.

Knickerbocker Spraybrush No. 2

Big Summer Demand

THE leading dealers in every section of the country are reaping a rich harvest of profits selling this popular summer specialty. We are now filling hundreds of *repeat orders* from those who have placed orders within the last 30 days. "Goods all sold--ship double my last order by express"—this is a sample of the way orders are pouring in daily by wire.

Our Extensive Summer Advertising Campaign

Will send a steady stream of purchasers to every store where our bath-room appliances are sold. Here is the effective list of standard publications we are using to bring valuable business to you :

Everybody's	Collier's	Review of Reviews	Literary Digest	Progress
Munsey's	Scribner's	Saturday Evening Post	Hampton's	American

The Best Season

To sell Spraybrushes *is here now.* All during the hot summer months sales will be exceptionally brisk.

An Attractive Window Display

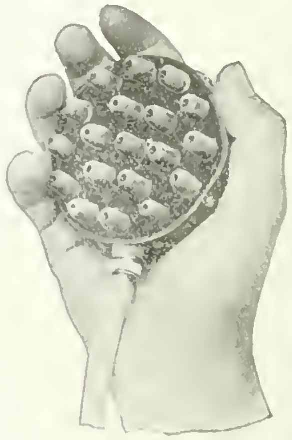
Will quickly sell your first assortment and create a demand for many more. We furnish FREE display cards, illustrated booklets, etc , for advertising—everything needed to make quick sales from the start.

Best Selling Assortments 50 % Profit

Assortment No. 1—½ doz. Spraybrushes net price $10.75
Retails $16 00. Your profit $5.25, almost 50%.

Assortment No. 2—1 doz. Spraybrushes, net price $21 08
Retails $32.15. Your profit $11.07—53%.

Assortment No. 3—3 doz. Spraybrushes, net price $60.02
Retails $96 30. Your profit $36.28 —59%.



Shampoo Brush No. 7

With rubber ducts to stimulate finger tips. Gives the ideal massage and shampoo.

Wholesale Distributors Handling Knickerbocker Spraybrushes

The wholesalers given below can ship any assortment of KNICKERBOCKER SPRAYBRUSHES desired immediately upon receipt of your order. They represent the most progressive and reliable class of jobbers in their respective lines in the country. They take no chances either on quality or salability of merchandise. They know—they test and make sure before buying. The fact that they are distributors of KNICKERBOCKER SPRAYBRUSHES is a sufficient guarantee to you of the goods. Place an order for an assortment through one of the wholesalers below and it will have prompt and careful attention.

National Drug & Chemical Co.
Lyman's, Limited, Montreal.

Let us send you dealers folder and net price list showing liberal profits to you on complete line.

The Progress Company

210 Monroe Street Chicago, Illinois

From the writer's viewpoint, therefore, the merchant-druggist with a conscience is no less a legitimate member of the pharmaceutical household than the so-called professional pharmacist, and no less entitled to take part in the family councils and sit at the family table.

If I were in the business of distributing contempt, my donations would not be to those who yield to the commercial necessity of mixing business with drugs, but rather to those whose noisy professions for ethical righteousness are constantly stultified by more or less secret practices that out-fake the worst of patent medicine fakirs.—Midland Druggist.

HAY FEVER AND THE ADRENALIN CAMPAIGN.

Parke, Davis & Co.'s summer campaign on Adrenalin manifests itself early this year, the "hay fever" announcements having already begun to appear in the medical journals. We note one new product in this connection—Anesthone Cream (Adrenalin Chloride, 1:20,000; para-amido-ethyl-benzoate, 10%; in a bland oil base), described in the company's literature as an astringent, anaesthetic ointment, after the formula of Dr. J. E. Alberts, The Hague, Holland. Like Adrenalin Ointment and Adrenalin and Chloretone Ointment, the new preparation is supplied in collapsible tubes with elongated nozzle to facilitate introduction into the nostril. The cream has the endorsement of numerous clinical workers and will doubtless give a good account of itself.

As in former years, it is probable that the older and better known products—the Adrenalin Chloride Solution and Adrenalin Inhalant—will have "first call" with the average practitioner, a fact that the druggist should keep in mind in arranging for his supplies of hay-fever remedies. The ointments and cream have their vogue, of course, and may well be ordered in moderation.

A HOME-MADE ELECTRIC SIGN.

An ingenious druggist uses some very effective electric signs of his own making.

He first secured some black, opaque paper. On this he drew the letters he wished to appear on the sign—then cut them out with a sharp knife. On the back of the cut-out letters he pasted colored transparent paper. Next he secured some heavy white glazed cardboard, cut it into strips and pasted it around the edge of the black paper, thus making a frame for it. This was then hung up in the shop and an electric light placed behind it.

The cut out portion was thus prominently displayed in letters of fire, being readable at a considerable distance. Several of these signs with the display letters of each in different colors make a very effective display and rivet the customer's attention.

A sign of this nature does the work of a more expensive one and can be made at small cost.

THE SCARLET LETTER.

A Druggist's Curious Advertisement.

By Felix J. Koch.

It had come in the morning's mail, two days before New Year's. It was by registry. (incidentally eight cents on five hundred is only forty dollars,—not so fearfully much for a whole year's advertising, is it?) It was done in stout manilla paper—but then that is cheap, too. There was a little New Year's "sticker" in a corner: "Happy New Year to a Good Friend," it said.

That made you want to open it.

Then, inside, a neat packet, enclosed in white tissue paper.

What in the world could this be?

Inside there was a block of paper—a sort of oblong.

Only the upper sheet was exposed, of course, and this, then, was an attractive cover.

"A thousand good wishes for the year,
A dozen loving hugs;
But if you're sick, let's heal you quick,
With Mechlem's high grade drugs."

It was printed in an attractive red, at the centre of a circlet of New Year's bells.

Quite as pretty, in fact, as any calendar you had seen that season.

Lifting it up, beneath, there was a little wicker stand, fitting it for desk purposes. The upper end of this circled into a hook, so that it could be hung on the wall if desired, instead.

Of course you lifted the cover—it was loose, upon a bit of baby ribbon, and beneath came a page:

"I know you're anxious the rest to see,
The secrets we have there;
But, don't you look,—control yourself,
And for each day take care."

Then a huge "JAN. 1" stared one in the face.

Beneath it, in an attictive script, was printed:

"To-day, and to-day only, I will sell my talcum powder, fifteen cent cans, at eleven cents. It's the only day of the year I'll have a bargain on this. Come and try it. Get the habit of dropping in on us."

You wanted to see the next day. The page was glued all about,—just as the rear of the pages in a paper-bound book are, save for just enough of the lower corner to allow of tearing free.

You remembered the injunction to wait and tear each day by itself. Or, maybe, you were curious.

"January 2nd.
Fine season for reading by the hearth.
We have all the January magazines in now.

Three ten-cent magazines, 27c.; two 15c. magazines the same; to-day only.
Get the habit of seeing our magazines.
I like to talk over what I've read—may be I can help your selection."

So, for every date in the calendar, there was an appropriate bargain, with the exact price—a bargain price—for that day alone. No matter how much they insisted thereafter, the druggist stuck to his price, and next day that price rose from the one on the pad.

Why ——?

Well, there is hardly a family among the patrons of the corner drug-store but has at least someone going out each day.

And that someone, then, might come into the store each day, or every few days.

He met others there,—it became a place of rendezvous. While they talked, the soda or the candy tempted one "girl" to treat another, or a man saw a cigar he wanted.

Young women would call up, something like this:

"Say, Charlie, I'll meet you at Mechlem's. Tomorrow he's got that sale on Herculanum Cream, and I wan't some,—so'll you. So we might as well meet there."

When they got there, while the cream was wrapped, ready to take, there were other accessories. Little massage devices, hair restorers, etc., and the like.

Then there were signs, announcing to-morrow's special.

"Moth balls, 3c. a pound,—the cheapest ever."

Mrs. So-and-so remembered it was getting time to put the furs in storage—just a little previous, but not too early to buy the moth balls, at any rate.

There were catchy verses on some of the days, which made a buyer study.

Again, there might be a riddle. Perhaps:

"Why should a young lady give her suitor camphor?
Two weeks from to-day you'll find the answer."

Then, on the date there indicated, when the time rolled by, one found:

"N.B.—Answer to that riddle of May 7:
"That is what he came for ("cam-phor").
To-day we have sale on camphor.

Folks got to talking of it and guessing the riddles.

Sometimes he had little charades and offered a prize of a pound box of candy to the first one bringing in the correct answer. You couldn't mail it, or telephone it,—you had to come yourself.

It brought business, lots of it.

And it didn't cost over sixty dollars at most for the entire year.

PROVIDED FOR.

Caller—Snip & Co. have employed me to collect the bill you owe them.

Owens—You are to be congratulated, sir, on securing a permanent position.—Tit-Bits.

TAKE THE HINT.

When grit and industry make an alliance something must come of it.

The man who knows his own business is generally a man who "minds" it.

One of the biggest mistakes in salesmanship is that we annoy our patrons with argument instead of pacifying them with persuasion.

Almost any man can do business fairly well. A few men can do business superbly well. But the man who not only does his work superbly well, but adds to it a touch of personality through great enthusiasm, honesty of purpose, zeal, patience and persistence, making it peculiar, individual and distinct, is an artist in the broad sense of that term.

THE MISSION OF ADVERTISING TO THE TRADE.

Advertising introduces the goods and paves the way for the salesman; insures for the traveler a respectful hearing when he arrives; brings orders when the salesman is not on the ground; increases the volume of the order which the salesman can secure in person; makes the merchant respect the firm and the salesman; cements the friendship between the house and the merchant; tells the merchant what the salesman forgets to mention; supports the salesman in his statements to the merchant, and brings about a better acquaintance and understanding between the merchant and the traveler.—Playthings.

BE CHEERFUL.

No one prefers to give his order to a grouch. No one selects a man with a grievance to make a sale. No one chooses to do business with a sorehead.

A smile removes obstacles, overcomes objections, inspires faith and paves the way for business.

Cheer spells confidence. Confidence spells success. men who succeed are cheerful.

Gloom spells trouble. Trouble spells failure. Men who fail are gloomy.

Cheer is an asset. Gloom is liability. It is a good business to associate with men who are solvent.

Be cheerful—as a business proposition.—System.

NEW SALES MANAGER.

Mr. J. B. Greiner has been made general sales manager of the Liquid Carbonic Company, to succeed S. P. De Lano, resigned .

Mr. Greiner has been with the company thirteen years, five of which were spent as a salesman in New England territory, and the last eight years he has been manager of the Chicago branch.

Mr. Greiner is a man of great force and originality with exceptional executive powers.

TANGLEFOOT

THE ORIGINAL FLY PAPER

For 25 years the Standard in Quality

ALL OTHERS ARE IMITATIONS.

VANCO

MERCURIALS IODIDES

Best Quality and Best Prices

Mercurials	Iodides
Mercury Bichloride	Pottassium Iodide
Mercury Subchloride	Sodium Iodide
Mercury Oxide	Ammonium Iodide
Mercury Ammon. Chlor.	Iodine Resubl.
Mercury Iodide	Iodoform
Mercury Ointment H. and B. P.	

ALL MADE IN CANADA

Write for our Price List

CHEMICAL LABORATORIES LIMITED

148 Van Horne Street Toronto, Ontario

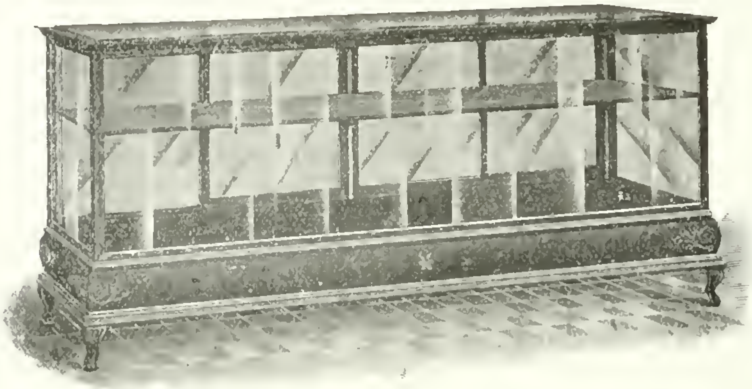
Why is it that all particular druggists

Insist on having our Salines? Because our Effervescing Magnesia Citrate is the finest manufactured in Canada and is not to be confounded with the cheap imported, so-called Citrates, our granules being large and even, with absolutely no dust. Because our Soda Phos is guaranteed. Because our Fruit Salines and granular salts are put up in very handsome packages and are made with finest citric acid.

THE TORONTO PHARMACAL COMPANY, LIMITED

TORONTO - - MONTREAL - - WINNIPEG.

Special Departments for DRUG STORES



The New Century Cigar Case

$10 per foot.

We make special cases for special departments, such as Cigars, Stationery, Confectionery, etc.

It pays to specialize, and each paying department means increased gross profits.

We are glad to offer suggestions as to the best fixtures for such departments.

The services of our Advisory Department are free for the asking.

Our catalogue gives some ideas. Why not send for it ?

JONES BROS. & COMPANY, Limited

HEAD OFFICE:
29-31 Adelaide St., West
TORONTO, Can.

Drug Store Builders
TORONTO, ONT

BRANCHES:
MONTREAL
OTTAWA
WINNIPEG

SHOP NOTES.

To Clean Very Dirty Brass Scale Pans.

For pans that are much corroded, powder in a mortar about a drachm of potassium bichromate for each pan to be cleaned; add from two to three drachms of concentrated sulphuric acid, and from 6 drachms to an ounce of water. With this mixture rub the pans, using a stick with a wad of rag fastened to the end. Rinse and finish by rubbing with tripoli or any one of the innumerable metal-cleaning pastes. If the pans are not much corroded they may be prepared for polishing by pouring in a little ammonia water and rubbing briskly with a handful of pine sawdust.

The following plan is also recommended: Mix 1 part of sulphuric and 2 parts of nitric acid. Have a pail of water ready at hand or work at the sink, with the water running freely from the tap. Dip each pan for a moment in the acid mixture and then put it in the pail or let the tap water run over it copiously, rubbing with sawdust in the meantime. Dry by rubbing with sawdust and polish with tripoli or putz pomade.

A Window-Cleaning Hint.

While cleaning a stain from the window, says Jas. Y. Allan (Bull. Pharm.), eucalyptus oil was accidentally put on the cloth instead of benzine. The stain vanished. It disappeared like magic, leaving a polished window. The glass can be cleaned in half the usual time, and saves much elbow grease. The odor is not strong and soon disappears entirely.

Cement for Glass Labels.

A cement for attaching labels to shelf bottles is made by melting together, at a gentle heat, three parts of resin and 1 part of best yellow beeswax. To attach the label place the bottle in a nearly horizontal position. Pour the cement on the hollow side of the label with a spoon, then apply the label to the bottle, exerting a slight pressure. While the cement is still soft run the point of a knife around the label so as to form a groove in the cement. The cement will harden in about ten minutes, when the excess can be removed with a putty knife or similar instrument. Clean the bottle and label with a little kerosene and then wipe with a damp towel. Both bottle and label should be thoroughly cleaned before applying the cement.

Finish for Laboratory Shelving, Etc.

1—Copper sulphate	125 parts.
Potassium chlorate	125 parts
Water	1,000 parts

Mix and dissolve by the aid of heat.

2—Aniline hydrochloride	150 parts
Water	1,000 parts

Mix and dissolve.

Give the shelves two coats of the first solution, letting the first dry before applying the second. When the second coat is dry, apply a coat of solution 2. Let dry, then finish off with a coat of drying oil. The finish is said to withstand the action of most of the liquids commonly used in and around the laboratory.

To Remove Old Varnish, Paint, Etc., From Wood.

To remove old, hard varnish, paint, or French polish from furniture or other wooden surfaces, make a mixture consisting of 5 parts of a 36% solution of sodium or potassium silicate, 1 part of a 10% solution caustic soda and 1 part of ammonia water and apply to the surface with a brush. The operation is finished by rinsing with water.

To Cement Iron Mortars, Etc.

Pieces of iron can be cemented so firmly together as to withstand a blow of considerable force, by the following process, which is admirably adapted to the mending of cracked and broken iron mortars: Mix intimately six parts each of sulphur and white lead, and one part of powdered borax. Wet the mass with strong surphuric acid and apply at once a thin layer of it to the edge of each of the surfaces to be united. Bring the pieces together by strong pressure and leave them at rest, placing in such a position that they can not fall apart.

In repairing a cracked mortar, insert, if possible, a thin wedge at the initial point of the crack, pushing it in carefully so as not to fracture the iron. Then place the cement in the crack, beginning at the lower end and, when the fissure is filled up, remove the wedge. Now wind a few rolls of strong copper wire around the object and, with a pair of forceps, tighten the wire so as to bring the fractured edges into intimate contact. In a short time the joint will be as firm as any other part of the object.

Removing Stains.

A Belgian pharmaceutical journal gives the following notes regarding the removal of stains caused by medicaments. Iodine is best removed by moistening with ammonia or solution of sodium hyposulphite. Silver-nitrate stains require a solution of potassium cyanide, or, in case potassium iodide is employed, follow it with sodium hyposulphite. Sylla recommends the following for removing silver-nitrate stains from the skin: Mercuric chloride, ammonium chloride, of each 10 parts, distilled water 80 parts. Chrysarobin stains are easily taken out by means of benzine, chloroform or absolute alcohol. If used warm, these solvents act quicker. To remove the stains of picric acid soak in a solution of an alkaline sulphite, such as potassium sulphite, then wash with soap and water. Recent stains are removed by rubbing with magnesia and water. For resorcin stains a weak solution of citric acid is good. Pyrogallol stains if old cannot be removed, but if recent are best treated first with a 5 to 10 per cent. solution of ferrous sulphate, and when the stain has changed color wash and remove the remaining stain with a solution of potassium binoxalate. Tar stains are best removed by an alcoholic solution of soap.—Chemist and Druggist.

Show Card Lettering.

It is always best to use one general style of lettering for all your show cards. By this we do not mean that the card writer should confine himself to strictly one style or alphabet, but that all cards throughout the windows and interior should be of the same lettering for the certain occasion or season.

When a departure is made from a certain style of alphabet, the departure should be general, and all cards and tickets throughout the store lettered in the new style, or otherwise the appearance of the windows and interior, viewed as a whole, is apt to look patchy and disorganized.

This plan also has a tendency to give identity to your establishment, for a distinct style of lettering creates a distinct impression; in other words, it serves as a sort of trade-mark which people quickly recognize.—Apparel Retailer.

Label Paste.

Powdered borax	60 parts
Powdered yellow dextrin	480 parts
Glucose	50 parts
Hot water......enough to make	1,000 parts

Dissolve the borax in 400 parts of hot water; add the dextrin and the glucose, and stir constantly, keeping the mixture at a temperature slightly below the boiling point until a homogeneous mixture is obtained, adding water as necessary. Add enough hot water to bring the weight up to 1,000 parts, and strain through flannel.

Cleaning and Polishing Marble.

Marble that has become dirty by ordinary use or exposure may be cleaned by a simple bath of soap and water.

If this does not remove the stains which may have been made, a weak solution of oxalic acid should next be applied with a sponge or rag, washing quickly and thoroughly with water to minimize the injury to the surface.

Rubbing well after this with chalk moistened with water will, in a measure, restore the lustre. Another method of finishing is to apply a solution of white wax in turpentine (about 1 in 10), rubbing thoroughly with a piece of flannel or soft leather.

If the marble has been more than commonly exposed, so that its lustre has been seriously impaired, it may be necessary to repolish it in a more thorough manner. This may be accomplished by rubbing it first with sand, beginning with a moderately coarse-grained article and changing this twice for finer kinds, after which tripoli or pumice is used. The final polish is given by so-called putty powder. A plate of iron is generally used in applying the coarse sand; with a fine sand the leaden plate is taken; and the pumice is employed in the form of a smooth-surfaced piece of convenient size. For the final polishing, coarse linen or bagging is used, wedged tightly into an iron planing tool. During all these applications, water is allowed to trickle over the face of the stone.

The putty powder referred to is binoxide of tin, obtained by treating metallic tin with nitric acid, when the metal is converted into hydrated metastannic acid, which when it is heated becomes anhydrous. It is in this connection that it is known as putty powder. In practice putty powder is mixed with alum, sulphur and other substances, the mixture used being dependent upon the nature of the stone to be polished.

According to Warwick, colored marble should not be treated with soap and water, but only with the solution of beeswax above mentioned. Take two parts of sodium bicarbonate, one part of powdered pumice stone, and one part of finely pulverized chalk. Pass through a fine screen to take out all the particles capable of scratching the marble, and add sufficient water to form a pasty mass. Rub the marble with this vigorously, and end the cleaning with soap and water.—Meyer Brothers Druggist.

Painting Cloth Signs That Will Dry in One Hour.

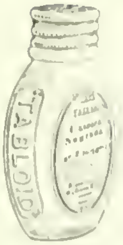
In the first place, never use an oil in your paint. Prepare your paint as follows: Use only dry colors, the best grade. Grind your color in japan or furniture varnish about as thick as paste; then with gasoline until it works freely under the brush and does not spread. Be careful not to get it too thin, or it will cause your paint to spread, thus preventing you from making a neat job.

Cloth signs made as above will last for 30 days exposed to the weather; but if you want them to stand for two or three months, use a little boiled oil in your color; but where you have a sign to paint for a special sale that the party does not want to advertise over thirty days, the boiled oil could be omitted. The kind of brush used should be a sign-writer's one-stroke brush, either ox-hair or black sable. I would prefer the black sable. You can clean them out thoroughly after use with turpentine and grease with lard oil.

The writer has made this kind of cloth signs for a good many years and finds that they have proven satisfactory.—Signs of the Times.

It's a waste of time, energy and thoughts for a man to study up a fine speech to make to a girl when he proposes to her, because she accepts him before he can get it off.

This would be a fine old world to live in if a man could swap half a dozen of his air castles for a three room cottage on a few square feet of real estate.



FINE PHARMACEUTICAL PRODUCTS THAT GIVE SATISFACTION TO PHYSICIAN, PHARMACIST AND PATIENT

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TRADE MARK 'KEPLER' BRAND
TRADE MARK 'ENULE' BRAND
TRADE MARK 'VALULE' BRAND
TRADE MARK 'VALOID' BRAND
TRADE MARK 'SOLOID' BRAND
TRADE MARK 'HAZELINE' BRAND
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The products bearing these Trade Marks are issued by BURROUGHS WELLCOME & CO.

They represent the highest perfection yet attained in manufacturing processes and the latest development of scientific research.

The sale of articles of other manufacture when any of these brands are specified in ordering is an infringement and unlawful.

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LEVER BROS., Limited

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REFINED GLYCERINE

(MADE IN CANADA)

In Half Ton Drums
56 lb. Cans, 28 lb. Cans and
Winchester Quarts

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Absorbent Wools, Lints, Bandages, Gauzes and Butter Cloths, Aseptic and Antiseptic Dressings, Boric Lint.

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Do you want to be a Drug Store Proprietor or a Manufacturing Pharmacist?

If you do, the **Philadelphia College of Pharmacy** offers you the best advantage to secure this aim : : : : : :

Its professors have had, and still have, world wide reputations, the leading text books were written by them and are used for instruction. This fact coupled with the best equipment in the shape of Pharmaceutical, Chemical and Microscopical laboratories, makes a course at the PHILADELPHIA COLLEGE OF PHARMACY the most thorough and complete course possible and leads to the degrees of P.D. (Doctor in Pharmacy) and P.C. (Pharmaceutical Chemist).

Special course in Industral lines are offered in the Laboratories of the College.

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"True Fruit" Soda Fountain Requisites Are Supremely Successful

We make our goods before we make our prices.

If they cost more, they're worth it.

It doesn't make much difference what you pay for the original package of fruit syrup—but how much does it cost you to serve a glass of soda and how good is it! Do you know? Many don't.

You can always buy something cheaper, but nothing better.

Makes you feel good, doesn't it, to KNOW that you have got the BEST?—gives you confidence and ambition. It's a guarantee of success and an insurance against failure.

If better fruit grew, we would have them!

Nothing too good for our customers.

Quality goes in before the label goes on.

WE OFFER YOU A PARTNERSHIP

The proprietor of the soda fountain has the responsibility of buying the best syrups and crushed fruits.

The J. HUNGERFORD SMITH COMPANY has the responsibility of furnishing the best.

The dispenser has the responsibility of serving them right.

Here is a community of interest, we share your responsibility and our success depends upon yours.

It is a partnership in which if each one does his share, success is assured—

We'll do our part—will you do yours?

J. HUNGERFORD SMITH CO., Limited
Manufacturers "True Fruit" Soda Fountain Requisites
TORONTO, ONTARIO

Ontario College of Pharmacy

SEMI-ANNUAL MEETING

The semi-annual meeting of the Council of the Ontario College of Pharmacy was held in the Council room of the College, Gerrard street, Toronto, from June 6 to June 10, 1910.

Session, Monday, June 6.

The council met at 2.30 p.m., Mr. John Hargreaves, the president, being in the chair, all the members being present with the exception of Mr. W. A. Karn.

In a brief address, Mr. Hargreaves welcomed the members and referred to the regrettable absence of Mr. W. A. Karn, of Woodstock, who was incapacitated from attending the session by illness. The report of the minutes of the December session was adopted on the motion of Mr. A. J. Johnston, seconded by Mr. Southcott. Replies to New Year's felicitations from the registrar of the Pharmaceutical Society, Cape Town, Cape Colony, Dublin, Ireland, and Edinburgh, Scotland, were read and placed on file.

A letter was read from Mr. Karn, asking that his resignation from the council be accepted. Mr. Albert Johnston, after paying a tribute to Mr. Karn's services, proposed the following resolution which was seconded by Mr. H. Watters and unanimously adopted:

"That the resignation of Mr. W. A. Karn, of District No. 10, be received, and that this council do not accept this resignation, but regret that his illness prevents his being present at this session."

Following the reading of reports, applications, accounts and financial statements, the registrar-treasurer read the following communication:

To the President and Council of the O. C. P.:

Gentlemen,—I have been much troubled since an article appeared in the Canadian Pharmaceutical Journal from the pen of Mr. John F. Taylor, who was at the time a newly elected member of your honorable body, attacking this office, by insinuating that the secrecy of the ballot was at stake, and so much so, that the editor of that journal in an editorial took the matter up as a slander on your humble servant, the writer. I called Mr. Taylor's attention to the matter personally in this office and demanded a retraction, which he promised to make by writing a letter to the journals, and assured me that he had no intention of libelling, slandering or insulting me in any way, but, on the contrary, held a very high opinion of me, and respected me very much, and if the journals would not publish his letter he promised me he would right the matter by mailing a letter to the druggists of the Dominion, to show them that he did not intend to implicate me in any such dirty work as revealing the secrecy of your ballots, etc., which satisfied me, but such has not been done, and this may be an oversight on the part of Mr. Taylor, neither have I the journals containing any such letter, nor have the druggists of the Dominion received it, and owing to this fact I feel that I should submit this letter to you, and demand an explanation from Mr. Taylor and also a retraction to be incorporated in the minutes of this council meeting, as it is a matter seriously affecting the character of an official, who should be free from such accusations standing against him.

(Sgd.) W. B. GRAHAM,
Registrar-Treasurer.

A special committee, composed of H. Watters, chairman, A. Stewart and J. Taylor were appointed to deal with the matter.

The council then adjourned to 2.30 p.m. on Tuesday.

Session, Tuesday, June 7.

The council met at 2.30 p.m., the president in the chair, all the members, with the exception of Mr. Karn, being present.

In delivering his address, the president said in part:

"It is a most painful duty which compels me to report that our revered and esteemed member, Mr. W. A. Karn, is prevented through illness from being present in the chair which he has so ably occupied on this council for many years, and I am assured that every member of our council will respond to a fervent prayer to the Great Author of Life and Health that our brother may soon be restored to his wonted health and strength. It is also fitting that we should extend to his wife and daughter our heartfelt sympathies."

Referring to the passing away of the late King, which Mr. Hargreaves characterized as a distressing loss to the nation and a calamity to the nobler and better interests of the entire world, he suggested the appointment of a capable committee to draft a resolution of condolence with the Queen mother and that the same committee should convey the congratulations and vows of allegiance to His Majesty King George V.

"The report of our Registrar-Treasurer," he continued, "is most gratifying, showing, as it does, that careful, watchful diligence has been devoted to the conduct and administration of the various financial, educational and legal matters pertaining to the best interests of the College and all its members.

"I desire to thank all the members of the council for their attendance at a special meeting which was convened here on February 24th last, for the purpose of considering and improving an amendment to the Pharmacy Act. As you are aware, an amendment was granted to the Act by the Ontario Legislature which it is expected will prove of great value in promoting greater advancement and progress in the pharmaceutical interests, not only of this province but also the whole Dominion. We are indebted to the Government of this province for the just recognition of our request, and to the members of our council, Messrs. Roberts and Johnston, for their devotion, wisdom and guidance, which enabled us to secure the sought-for amendment."

Dealing with the number of registrations of apprentices desiring to take the ensuing course, Mr. Hargreaves emphasized that the great number of applications indicated the value of the College's teaching department.

"I am," he declared, "proud to note the following comparison of the results of our recent examination with the latest report of the exams. held in Britain. In Ontario, out of a class of 89 students, 76 were successful, 5 passed in five subjects, and four failed entirely. In England and Wales out of 28 major candidates 14 failed, and for the minor examinations 115 failed out of 189; in Edinburgh, 3 major candidates were examined, one failed, and out of 75 minor candidates examined 38 failed; in Ireland out of 31 for the major exams., 8 only were successful, and in the minor 4 passed and 7 were rejected.

"May I suggest that such a comparative result should be evidence to the British Pharmaceutical Society of the preliminary educational standing of our students, of thoroughness of our curriculum, and of the fitness of our graduates to receive full legal recognition of their diploma by any Pharmaceutical Society or body in the British domains or in any other part of the world."

Dealing with the maintenance of proper conduct of drug stores, the president stated that the registrar had discovered one store in Toronto owned by an unqualified man who was in sole possession, conducting the store, with the diploma of a graduate of the College hung up in his premises. The diploma had been loaned by a graduate in attendance at the School of Medicine of the Toronto University. Mr. Hargreaves drew attention to the grave danger attending such a deception, which he said endangered public life, and suggested that proceedings be undertaken to secure the consent of the Lieut.-Governor of the Province to erase the name of the guilty person from the College register.

"I am also informed that a member and graduate of this College recently commenced the practice of pharmacy in British Columbia." Mr. Hargreaves went on to say, "using O. C. P. diploma and conducting such practice in a manner so degrading and demoralizing to the best interests of pharmacy professionally and commercially as recognized by the pharmacists of that province, that the question of reciprocal registration now existing with the province of British Columbia has become strained and endangered. I would therefore recommend that the application of Clause 21 in our Act be considered, and, further, that earnest consideration be given to the conditions which govern reciprocal registration with Pharmaceutical Associations with a view to arranging ethical grounds for allowing or disallowing reciprocal recognition of certificates to be based upon the character, experience and history of the applicant, and which should be acceptable to the Provincial Association prior to recognizing the diploma and granting a license to practice in the province."

Mr. Hargreaves believed that the attention of the public should be directed to the loose manner in which noxious drugs and poisons were put on sale as proprietary or patent medicines. He recommended that no proprietary article containing the scheduled poisons of any provincial pharmacy Act should be manufactured and placed on sale to the public unless the preparation had been manufactured under the supervision of a person legally qualified to dispense and sell such poisons in the Province where the article was manufactured. He further suggested that this information should be presented to the Minister of Inland Revenue, through the Legislative Committee of the C. Ph. A. Mr. Hargreaves recommended to the chairman of the Infringement Committee the advisability of arranging with the Inspector to interview all wholesalers to request permission to inspect their record of sales with a view of ascertaining the quantities of cocaine and its salts purchased by those suspected of violation of the Act. In conclusion he dealt with the establishing of a correspondence course, which he impressed on his hearers was not intended to supplant a college course but would increase the practical efficiency of the student during his apprenticeship term.

Report No. 1 of Committee on By-laws and Legislation was then presented by Mr. J. F. Roberts. The committee recommended that the application of J. W. McCollum, Tilsonburg, to be registered as member of the College be not granted.

That the application of A. Newall, Arthur, Ont., to have his registration dated back from Jan. 1st, 1908, be granted on producing to the registrar a statutory declaration of time served.

That the application of Roy McColl, of Haileybury, for a diploma be granted.

That the application of Bert. Edgar Nyles, Stratford, who asks to be registered as an apprentice from Sept. 1st, 1909, be granted.

YOU ARE ENTITLED TO THE FACTS

ABOUT a year ago the Walpole Fusible Core Hot Water Bottle made its first bow to the trade, and was introduced to the public

At that time there was not a jobber or dealer who had ever heard of it.

Today there are very few jobbers and dealers who do not have it in stock.

In fact, a thorough distribution has been accomplished in the last year.

The public have been quick to recognize its superiority over any other bottle on the market. The demand has been so steady—sales have increased so rapidly—that a new factory for exclusive manufacture was made necessary, all of which is proof positive that the must have many superior features, which no other bottle possesses.

WALPOLE Hot Water Bottle and Combination Fountain Syringe

Fusible Core Process

(PATENTED)

And it has. For instance—it is the only bottle that is extensively advertised to the public—your customers.

It is the only bottle of one piece of molded rubber—without seams or joints. It is

THE ONLY BOTTLE MADE WITHOUT THE USE OF CEMENT

That is why it will outlast three or four ordinary bottles—because there is nothing to give way under the action of hot water.

Then again there is the added advantage of a strict price maintenance—no one can undersell you.

That is where you come in—because you are not only afforded protection but a liberal profit as well.

If you have not already ordered, don't you think you had better do so to day ?

Walpole Hot Water Bottle

In construction, the uncured rubber is placed around the fusible metal core in the shape of a bottle. The heat employed in the process of curing reduces the fusible core to liquid form so that it may be poured from the mouth, leaving the bottle of absolutely one piece of solid rubber of uniform strength and thickness.

	per doz.		each
1 quart,	$15.25;	sells for	$2.25
2 quarts,	18.00;	sells for	2.50
3 quarts,	21.00;	sells for	3.00
4 quarts,	24.00;	sells for	3.50

Combination Water Bottle and Fountain Syringe

Tubing, connections and pipes of extra size bore to admit a rapid flow. Hard Rubber Rectal, Infant's and Curved Vaginal Slip Pipes, and Lever style Metal Shut off.

Makes an ideal hot water bottle by disconnecting the tube.

Each packed in an attractive box for display purposes.

	per doz.		each
2 qt. size,	$26.00;	sells for	$3.50
3 qt. size,	29.00;	sells for	4.00

Walpole Rubber Co., Limited, MONTREAL.

For rubbing, bathing, liniments and
external preparations,
Physicians are prescribing and
Hospitals are using

COLUMNIAN SPIRITS

FOR SALE BY
THE STANDARD CHEMICAL CO.
Manufacturers
TORONTO AND MONTREAL

**Make a Note of the Brand—"Y & S"
on Our Pepsin Gum**

This brand—Y & S—has been used by us and our antecedents for forty years on the best known stick licorice in the United States and Canada.

It means just as high quality when used on our chewing gum.

Four flavors: Licorice, Peppermint, Wintergreen and Spearmint. Each piece wrapped singly, 5 pieces to package, 20 packages to box. Order a trial box, assorted if required, from your jobber.

National Licorice Company
MONTREAL

That the application of W. J. Stevens, Toronto, requesting to be registered from Aug. 1st, 1905, he having served as an apprentice with John Stewart, Weston, be granted.

That the application of A. H. Walton, for registration as an apprentice from Aug. 1st, 1906, be granted.

That the application of L. P. Keane, Trenton, requesting that his apprenticeship be dated from July 10, 1909, be granted.

That the application of Thomas Nelson, Londonderry, Ireland, who requested that his educational qualifications and apprenticeship in Ireland be recognized, should be granted, and that he be allowed to take the course and write on the qualifying examinations of this College, he having served four years of regular apprenticeship as shown by his statutory declaration.

Following the reading of the report, Mr. Roberts moved and Mr. Johnston seconded that the report should be received and adopted.—Carried.

In presenting the report of the presiding examiner, Mr. Stewart stated that he had attended to the duties of the office of presiding examiner at the final examinations held from April 28th to May 6th, 1910. Some 82 students had presented themselves in all subjects, while 6 wrote on part subjects. He eulogized the gentlemanly behaviour of the candidates, and stated that the examinations had been conducted in a highly satisfactory manner.

following the reading of the report, it was moved by Mr. Stewart, seconded by Mr. Adams, and unanimously carried that the report of the presiding examiner be received and adopted.

The report of the Board of Examiners showed that in the recent examinations the John Roberts Scholarship had been won by C. R. Vail, Simcoe. The John Roberts medal, by C. R. Vail, going by reversion to J. Fasken, Port Dover.

The College gold medal was also won by G. R. Vail, Simcoe; the College silver medal by H. Switzer, Hanover; D'Avignon medal by D. Johnston, Ottawa; the Pharmacy medal by C. R. Vail and J. M. Worden, going by reversion to L. Springsted, Toronto; Chemistry medal, by J. Burgess, Port Hope; Materia Medica Medal, by H. A. Switzer, going by reversion to G. Buckham, Ottawa; Botany medal, by H. Switzer, Hanover. Thirty-six were in the honor list and forty in the ordinary pass list.

Mr. Stewart moved, and Mr. Harrison seconded, that the report of the board of examiners be received and adopted, which was carried unanimously.

"The work of the registrar is arduous, and I think he should be granted a month's holiday during the year," said Mr. Harrison in proposing a resolution that Mr. W. Graham be granted a month's leave of absence. Mr. Jury seconded and the motion was carried unanimously.

The registrar-treasurer submitted the following financial statement:

RECEIPTS

4	Cash on hand (last audit)		$ 12 15	
41	Balance in Bank of Commerce (general ac't)		2,182 98	
				$2,195 13
71	Apprentice Registration Fees		$ 30 00	
78	Appeal, Geo. A. Morrison, Toronto (deposit)		70 00	
80.	Microscopes, Sale of		26 00	
101	Deposit Fees (from students, (S.C., '10)		415 00	
105.	New Diplomas		5 00	
117.	Examination Fees, 89 applicants at $10 each		890 00	
135.	Interest		153 42	
142.	Infringement, fees and fines (J. B. Grant	$273 50		
142.	Infringement, fine, Toronto police ct.	10 00		
			283 50	
155.	Lecture Fees	$7,098 50		
155.	Advertisement in Curriculum	15 00		
			7,113 50	
160.	Liquor Sales Registers		8 61	
245.	Poison Sales Registers		27 93	
200.	McGill Street Property Rents		360 00	
205.	Entrance Fees (24)		48 00	
289.	Druggists' License Fees		2,433 00	
307.	M. D. Registration Fees		30 00	
375.	Canadian Formulary		7 40	
				$11,901 36
				$14,096 49

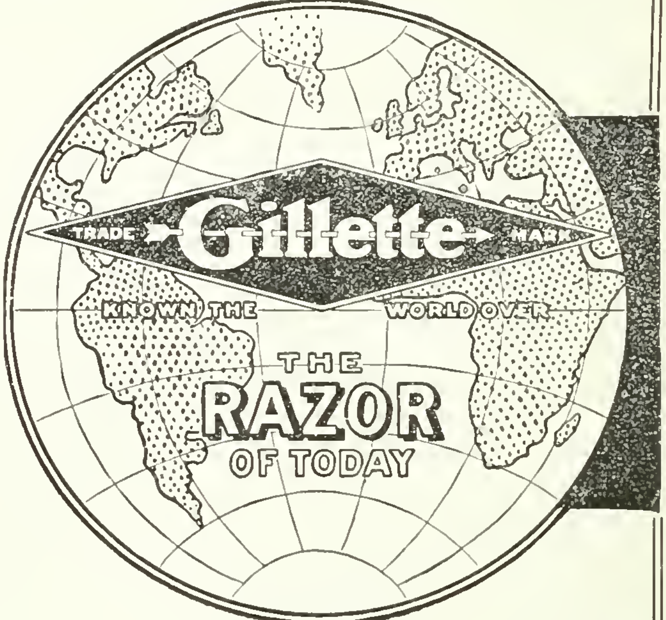
DISBURSEMENTS.

76.	Auditors' Fees		$ 10 00
331.	Salaries		7,309 78
93.	Council Meeting (semi-annual)	$ 603 70	
	Council Meeting (special)	381 40	
			935 10
129.	Gas and Electric Light		94 62
147.	Fire Insurance Premiums		27 70
142.	Infringement, J. B. Grant, salary and exp's	$179 70	
	Telegrams and telephone	2 05	
	Expenses, re Oakville	28 06	
	Solicitor's fees, re Cooper	15 00	
			224 81
80	Microscopes, adv. "Canadian Druggist"	$ 1 00	
	"Canadian Pharm. Journal"	10 50	
	Ret'd. A. E. Laxford	13 00	
			24 50
117.	Final Examination—		
	Express on papers	$ 3 55	
	Rent, Victoria Hall and seats	68 00	
	Janitor's work	5 00	
	Supplies	28 89	
	Stationery and Printing	49 15	
	Monitors	62 00	
	Examiners' Fees	475 20	
	Presiding Examiners' expenses	74 60	
	Revision of Examination Papers	19 80	
	Diplomas	12 85	
			799 04
155.	Lecture Fees returned	$ 70 00	
155.	Supplies, Junior Examinations	18 25	
155.	Monitors, Junior Examinations	56 00	
			144 25
200.	McGill Street Property, Water Rates	$ 4 80	
	McGill Street Property, fire insurance	25 65	
			30 45
289.	Refund, License Fees, overpaid		2 00
205.	Refund, Entrance Fees		4 00
164.	Solicitor's Retainer		300 00
166.	Library, new books		1 75
233.	Ontario College of Pharmacy—		
	Repairs to Building	$ 140 41	
	Bank exchange	3 00	
	Office supplies, stationery and printing	63 85	
	Car tickets	4 00	
	Bell Telephone Co., rent	31 00	
	Janitor's supplies	25 23	
	Flowers, W. A. Karn	3 75	
	Draping, King's funeral	20 00	
	Students' Banquet, appropriation	25 00	
			316 24
273.	Postage		59 00
391.	Water rates		27 92
368.	Supplies, Pharmacy	$ 192 69	
	Chemistry	21 42	
	Botany	12 10	
	Materia Medica	52 23	
	Microscopy	80	
			279 24

This New

'GILLETTE DEPOT' Sign

Means Business for YOU



It is new—different—better—one of the handsomest and most effective signs you have ever seen. It is 15 inches in diameter, made of heavy metal, lithographed on both sides in 4 colors, with a striking blue background, and weatherproof.

Can be screwed or nailed in a minute to store front, window or door frame, pillar, wall or any upright surface, to suit your store and civic by-laws. Special style made to fasten flat on wall or panel.

The man who gets past this store without seeing it is blind or in a daze.

Our newspaper and magazine advertising has thoroughly educated Canadians up to the "GILLETTE" idea. We shall now emphasize more particularly the "GILLETTE Depot" idea. In other words we are are going to say less about the razor and more about this sign for a time at least. We have already convinced men that they need a GILLETTE—now we are going to **point them straight to the GILLETTE stores, where this sign is up.**

They'll find this "Depot" Sign **somewhere** in your town—will it be on **your** store?

Put up the sign—we'll send you the prospective buyers—and it will be up to you to close the business.

Better write us right away for a new "Depot" sign. It's worth while to be first.

If you want the sign to fasten flat to the wall, mention it particularly.

GILLETTE SAFETY RAZOR CO.

of Canada, Limited

Office and Factory---
63 St. Alexander St., Montreal

395.	By laws and Legislation		153 04
396.	Research Committee		5 00
388.	Promotion Canadian Pharm. Ass'n (expenses of delegates		300 00
			$11 098 44
65.	Deposited in Savings Acc (Bk Commerce)	$1,100 00	
65.	Interest on Savings Acc. (Bank Commerce)	124 71	
			1,224 71
4.	Cash on hand	$ 51 61	
44.	On deposit in Bk. of Commerce (general ac.)	1,721 73	
			1,773 34
			$14,096 49

W. B. GRAHAM,
Registrar-Treasurer

AUDITORS' REPORT

Gentlemen, We beg to report that we have examined the books and vouchers of the Registrar-Treasurer and found them correct.

J. H. MACKENZIE,
JAMES WATT, Auditors.

Toronto, June 3rd, 1910.

Statement of Assets and Liabilities of the Ontario College of Pharmacy.

ASSETS.

To May 26th, 1910.

College Lot	$ 5,000 00
College Building	33,614 00
McGill Street Property	5,762 40
Furniture	4,090 04
Apparatus	8,474 07
Supplies (chemicals, etc.)	775 18
License Fees (outstanding)	190 00
Liquor Sales Registers	152 46
Poison Sales Registers	75 60
Rents	8 80
Accounts outstanding	86 41
Conger Coal Co. (credit note)	68 25
Bank interest, general account (estimated)	27 92
Bank interest, Savings acc. (estimated)	137 11
Cash balance	51 61
Bank balance, general account	1,721 73
Bank balance, Savings account	9,539 43
	$69,775 01

LIABILITIES.

Salaries	$ 306 00
Deposit fees, to be refunded	436 54
Outstanding accounts	322 70
Can. Pharmaceutical Ass'n, annual fee, '09	521 00
Balance	68,188 77
	$69,775 01

Audited and found correct.
JAMES WATT,
J. H. MACKENZIE, Auditors.

W. B. GRAHAM,
Registrar-Treasurer.

REPORT.

THE JOHN ROBERTS SCHOLARSHIP FUND.

To May 26th, 1910.

Statement as per November, 1909	$3,327 43
Interest on Canada Permanent Debenture	60 00
Interest on Bank Account	4 85
	$3,392 28

Audited and found correct.
JAMES WATT,
J. H. MACKENZIE, Auditors.

The council then adjourned.

Session, Wednesday.

At the afternoon session Report No. 1 of the Education Committee was read as follows:

We recommend that diplomas and John Roberts scholarship be issued in conformity with the report of the Board of Examiners, to those candidates who have successfully passed their final examinations as held April 28th to May 6th, 1910.

We would recommend that a suitable certificate be provided for the candidates winning the John Roberts Scholarship and that the same be supplied to all candidates who are entitled to receive it, and that the cost be charged against the John Roberts Scholarship fund.

Re request of W. H. Sanford, of Tottenham, asking for a diploma to replace one lost by fire, we recommend that the request be granted upon his furnishing the required statutory declaration and paying cost of new diploma.

Re request of J. S. Gordon, Toronto, your committee recommend that his request be not granted as the College has no power to lower the legal standard of examinations.

Re request of Alfred E. Taylor, Elk Lake, for new diploma, we recommend that it be granted upon his furnishing to the registrar the necessary statutory declaration and paying the usual fee.

Re request of W. A. Cross, San Francisco, asking for new diploma, to replace his original, destroyed by fire, we recommend his request be granted on furnishing an affidavit covering the facts and remitting fee.

Re request of W. J. Kee, Mille Roches, for a new diploma to replace his original one, lost, we recommend that his application be granted, he having furnished the registrar the necessary statutory declaration and paid the required fee.

Re request for a new diploma for W. H. Cummer, Hamilton, who lost his diploma through fire, your committee recommend that he be granted a new diploma upon making a personal request for same with usual declaration and required fee.

Your committee recommends that F. Sampson be paid $5 for re-examination of papers in the appeal of Geo. A. Morrison and that the balance of the deposit be returned to Mr. Morrison as provided for in By-law 13 of the College.

Re application of Vincent E. Keeley for a new diploma to replace one lost by fire, the committee recommend that application be granted, he having furnished the necessary declaration and paid the fee for same.

Re application of W. T. Gilmore, Hamilton, for a new diploma to replace one lost by fire, your committee recommend that he be granted a new diploma on payment of the required fee, he having made statutory declaration to the loss as required by the College.

Re request for a new diploma for R. S. Wilson, Fairville, who had his diploma destroyed by fire, your committee recommend that he be granted a new diploma upon making a personal request for same with usual statutory declaration and payment of the required fee.

Moved by Alex. Stewart and seconded by H. Waters, that Report No. 1 of Education Committee be received and adopted.—Carried unanimously.

Report No. 2 of Committee on By-laws and Legislation.

Re request of G. D. Allan, Hawkesbury, who makes application to have his registration date from Jan. 1, 1907, we recommend that he be registered from July 10, 1909, that being the date of his educational qualification.

Re request of W. Moore, Cobalt, who asks to be registered from Dec. 1, 1906, your committee recommend that as he has not the required educational qualification his request be not granted.

Re application of D. M. Lewis, Fort William, who requests to be registered from Sept. 3, 1906, your committee recommend that his request be granted, he having produced a statutory declaration of time served and the necessary educational qualification.

Re application of A. L. Kerr, Parry Sound, who asks to be registered as an apprentice from Aug. 7, 1908, your committee recommend that his request be granted, he having produced a statutory declaration of time served.

Re application of J. W. Sweeney, Saskatoon, who asks to be registered as an apprentice from May 15, 1907, he having the necessary educational qualifications also a statutory declaration of time served, we recommend that his request be granted.

Re application of Burton J. Cook, of London, who desires to register as a member of his college under the reciprocal relations existing between the Pharmaceutical Association of Alberta and Saskatchewan and this college, your committee recommend that his request be granted, and he be furnished with requisite certificate.

Re application of Reston Strauf, of Goderich, requesting to be dated from Dec. 17, 1909, we recommend that his request be granted on his producing a satisfactory statutory declaration of having entered on his apprenticeship on that date.

Re application of Caswell Rumbull, of Goderich, who asks to be registered from Aug. 29, 1900, and owing to carelessness on part of his preceptor was not registered, we recommend that his request be granted, he having furnished satisfactory statutory declarations of time served and required educational qualifications.

Re application of W. J. Skafte, Toronto, a graduate of Maryland State Board of Pharmacy, and a graduate of Maryland Medical College, who asks information as to what he would be required to do in order to become a member of this College, we recommend that he be required to take the senior course of lectures and on passing the final examination of this College, he be granted the diploma of this College.

Re communication of A. J. Walker, Greenwich, Eng., a graduate of British Guiana Board of Pharmacy, seeking information as to conditions under which he might become a member of this College, your committee recommend that he be required to take the senior course of lectures and pass the final examination of this College.

Re application of L. Daun, London, asking to be registered as an apprentice from Nov., 1908, he having furnished statutory declaration of time served and satisfactory educational qualifications, we recommend that his request be granted.

Re application of C. J. Brown, Stayner, Ont., who asks to be registered as an apprentice from Sept. 30, 1908, he having furnished statutory declaration of time served and required educational qualifications, we recommend that his request be granted.

Re application of Stanley H. Elmore, of Toronto, Ont., who requests to be registered from Nov. 22, 1908, he having produced the required statutory declaration of time served and proper educational qualifications, we recommend that his request be granted.

Re application of J. W. McCollum, Tilsonburg, who asks to be registered as an apprentice from Jan. 1, 1884, on furnishing a statutory declaration of time served, we recommend that his request be granted.

Re application of L. M. Austin, Gananoque, Ont., who asks to be registered as an apprentice from Sept. 3, 1907, he having furnished required statutory declaration of time served, and required educational qualifications, we recommend that his request be granted.

Moved by J. F. Roberts, and seconded by A. J. Johnston, that Report No. 2 of the Committee on By-laws and Legislation be received and adopted.—Carried.

Report of the Special Committee re Communication of the Registrar-Treasurer.

Your special committee to which was referred the protest of the Registrar-Treasurer, regarding statements reflecting on his duties, begs to report that having carefully reviewed all the circumstances and fully considered their bearing on the Registrar-Treasurer, no evidence can be found that there was any intention to charge that officer with careless oversight of his duties, or in any way impeach his character, and we recommend that this report be adopted and printed in the minutes and so meet all the demands of the conditions dealt with, and exonerate the Registrar-Treasurer from all suspicion of neglect of duty.

All of which is respectfully submitted.

(Sd.) H. WATTERS, Chairman,
A. STEWART,
J. TAYLOR.

Moved by H. Watters, seconded by J. Taylor and carried unanimously, that the report of the special committee on communication of the Registrar-Treasurer be received and adopted.

Mr. E. R. Wigle then moved, and Mr. H. Wat-

GOLD MEDAL, ST. LOUIS, 1904
Grand Prize, International Exhibition, London, 1909

THOMAS TYRER & COMPANY, Limited
STRATFORD, LONDON, ENGLAND

EXCELLENCE "Sterling" BRAND RELIABILITY

SECOND TO NONE

PHARMACEUTICAL **Chemicals** INDUSTRIAL

MERCURIALS HYPOPHOSPHITES
SCALE PREPARATIONS BISMUTH SALTS ETHERS
PHOSPHORIC ACID
ESSENCES SICCATIVES ACIDS COLLODIONS

THE GREAT ENGLISH REMEDY

ALWAYS CURE **BLAIR'S GOUT PILLS** NEVER FAIL

For GOUT, RHEUMATISM, SCIATICA, LUMBAGO, and NEURALGIA

The Excruciating Pain is quickly relieved and cured in a few days by these celebrated Pills. Sure, safe and effectual. Sold by all Chemists and Stores at 40c. and $1.00.

Canadian Agents: LYMANS Limited, Montreal

THE OLD RELIABLE
PLANTEN'S
C & C
OR
BLACK
CAPSULES
POPULAR SINCE 1836

The formula of our late Mr. H. Planten.

H. PLANTEN & SON
93 HENRY ST. Established 1836 BROOKLYN, N.Y.
"The Pioneer American Capsule House."

PICKLING SEASON

Pickling Season is at hand. We carry a full stock of all kinds of corks at best prices, get the best

"Perfecto Brand."

DIXON-WILSON, Limited.
66 Spadina Avenue - . TORONTO, ONT

Did You Ever Notice

that the druggists throughout the country who do the largest trade are always the fellows who are not afraid to buy enough of any good patent medicine in order to get a lot of free advertising.

On the other hand did you ever notice the shiney coat and frayed at the bottom pants on the man who is always knocking patent medicines and talking about the professional aspect of the drug business.

That ought to be enough to convince you of the wisdom of writing The Merrill Medical Co., Manufacturing Chemists, Toronto, regarding exclusive advertising proposition for

MERRILL'S RELIABLE FAMILY REMEDIES
THE ROYAL ENGLISH TOILET PREPARATIONS
MERRILL'S HOUSEHOLD NECESSITIES

Don't wait for a traveller. Write to-day

The Merrill Medical Co.
Merrill Building, Toronto, Ont.

SAL HEPATICA

REVISED PRICES FOR CANADA

Small size, per doz., $2.85
Medium " " 6.80
Large " " 14.50

$20.00 lots less 5 p.c. trade discount
50.00 lots less 10 p.c. trade discount
Terms, 5 p.c. 30 days

BRISTOL-MYERS CO.
277-279 Greene Ave.
Brooklyn New York

Canadian Agents
LYMAN, SONS & CO., Montreal
THE LYMAN BROS. & CO., Limited, Toronto

GASTROGEN TABLETS

A Naturalizing Digestive

$4.00 per doz.

Through Jobbers

BRISTOL-MYERS CO.
277-281 GREENE AVE.
BROOKLYN - NEW YORK

CANADIAN AGENTS
LYMAN, SONS & CO., Montreal
THE LYMAN BROS. & CO., Ltd., Toront

The Signature of Chas. H. Fletcher. Is on Every Wrapper of

CASTORIA

Jobbers sell less than dozen at $3.00 per dozen.

Jobbers sell 3 dozen or over at $2.80 per dozen

Send for
Cards, Cartons and Counter
Wrappers.

Genuine CASTORIA Always

Bears the Signature of

Chas. H. Fletcher.

THE CENTAUR COMPANY
77 MURRAY SRREET, NEW YORK CITY.

Chas. H. Fletcher. President.

Conditions for Selling

Dr. PIERCE'S MEDICINES

BY THE

Retail Druggists in the Dominion

WERE NEVER BETTER.

Owing to the Protection Afforded by Our Serial Number Contract Plan

which has cost us a great deal of money, the Druggist can get Full Price for these old-time Favorite Remedies, and he can make a fair legitimate profit, because Dr. Pierce's are the

Only Popualr Medicines

which are NOT universally sold at cut prices. We have done our best to PROTECT YOU. Why not PUSH for Dr. Pierce and the World's Dispensary?

Can we send you a Window Display or can you use our Memorandum Books to advantage?

FOR YOUR STORE...
A Necessity, Not a Luxury

An Embossed Steel Ceiling is not merely an expensive "decoration." In any modern Drug Store it is a money-making, trade-drawing, actual necessity.

It greatly assists your fixtures and displays to present an attractive interior, goes a long way towards making your building fireproof and adds tone to your store and business. Cannot crack, warp or fall down, is unaffected by heat or dampness, and after the first coat of paint requires no furth erattention. The cost of a 'Galt" Metal Ceiling is reasonable, and it may be applied without serious interruption to business. If your store needs one, why not look into this proposition now?

Send sketch and measurements of your ceiling for prices and Catalog "A" showing large range of designs.

The Galt Art Metal Co., Limited
GALT, ONTARIO

WINNIPEG - Dunn Bros. FREDERICTON, N.B. - R. Chestnut & Sons

Galt "Classik" Ceilings

THE LEADING LINE!

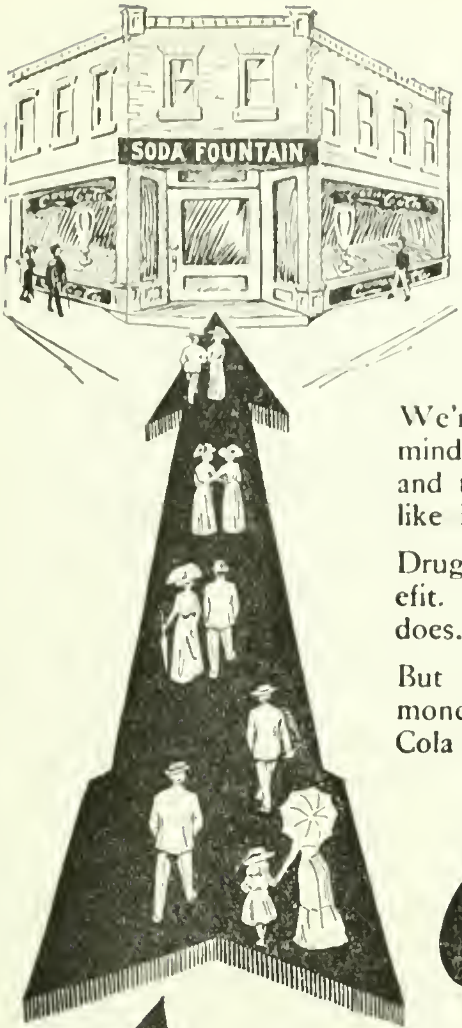
BEECHAM'S PILLS

Noticeto the Trade.

The proprietor of Beecham's Pills begs to notify the Retail Drug Trade of Canada that he has made fresh arrangements for the wholesale distribution of Beecham's Pills throughout the Dominion, whereby the following firms will, until further notice, act as distributing agents :—

All branches of the National Drug and Chemical Co. of Canada, Limited
Messrs. Lyman's Limited, Montreal
Messrs. Lyman Bros. & Co., Ltd., Toronto
Messrs. Martin Bole & Wynne Company, Winnipeg

Retailers should apply to the above firms for revised prices for small quantities, and further reduced price for half-gross lots. Beecham's Pills are being largely advertised, and the demand is rapidly increasing.



WE Will Send the People— YOU Take Care of Them

We're spending over $600,000 this year to remind people how much they like Coca-Cola and to tell some others how much they will like it.

Druggists selling Coca-Cola will get the benefit. Of course you serve it—every druggist does.

But here's the point—you can make more money and, frankly, you can buy more Coca-Cola syrup (to our advantage) if you'll

Push

Coca-Cola

Why not suggest Coca-Cola, if they're wondering what they'll drink.

Serve it when they ask for it---and serve it properly.

Don't refuse them any other drink they may call for and try to substitute Coca-Cola---that is neither fair nor wise. They'll come back all the sooner for Coca-Cola if you give them what they ask for.

Advertise Coca-Cola in signs over your fountain and around your store (we will furnish the signs).

That's all we ask---then we'll both profit. Order from your jobber.

Send for our free booklet
"The Truth About Coca-Cola."

The Coca-Cola Company
Toronto and Montreal

Coca-Cola
is made in
Canada

Whenever
you see an
Arrow think
of Coca-Cola

ters seconded: That owing to the many requests for rebate from members of the College who have overlooked the remittance of the annual fee on or before the 1st day of May, that the Registrar-Treasurer make a sight draft for $2 for all unpaid fees on the 1st day of May with exchange.

Moved by Mr. A. Johnston and seconded by Mr. E. Case, that the resolution be received and referred to the Finance Committee for consideration.—Carried.

The council then adjourned.

Session, Thursday.

The report of No. 2 Educational Committee, presented by Mr. Stewart, was read at the morning's session. After stating that they were heartily in sympathy with the views expressed in the communication of Mr. W. M. Kirkland, Galt, Ont., the committee regretted that they had not power to give practical effect to his suggestions as the question of dispensing by physicians was beyond the scope of this College, and the problem of apprentices had been frequently considered and no solution appeared to relieve this condition, which obtained in nearly every calling, so that it would seem that the cause must be looked for in some source not confined to the pursuit of pharmacy.

It might be profitably considered whether the adoption of more reasonable hours of service devoted to the conduct of the business of the pharmacist and more adequate remuneration for the service of apprentices and assistants would not present greater attractions to those seeking a life pursuit, and thus in some measure bring relief.

Re the application of J. F. Hunter, Orillia, who asked for a new diploma to replace one destroyed or lost, they recommended that his application be granted and further recommended that all arrears of fees be satisfactorily adjusted with the Registrar-Treasurer, having regard to the number of years for which he was liable.

They recommended that contracts with the members of the faculty be renewed on the same terms as at present in force, and that the report of the Dean be adopted and printed in the minutes.

Moved by Mr. R. A. Harrison, seconded by Mr. Watters, that Report No. 2, Educational Committee, be received and adopted.—Carried.

The Report of the Divisional Committee.

Your committee have carefully considered the advisability of a redistributing of the Electoral Territorial Division of the province. This, we believe, is rendered necessary by the large increase of population in the northern districts of the province, and your committee recommend that action be taken to give this recommendation effect.

(Sd.) R. H. HARRISON, Chairman.

Moved by Mr. Harrison, and seconded by Mr. Wigle, that the report of the Divisional Committee be adopted.—Carried.

Report No. 1 of Infringement Committee.

Your Inspector has visited many parts of the province and reports that in the main the pharmacists are endeavoring to conduct their business in strict compliance with the Pharmacy Act, yet there are those who persist in conducting illegal stores, and it has been our endeavor to have the Inspector see them comply with the requirements of said Act.

The Inspector has found violations of the Act by the following:

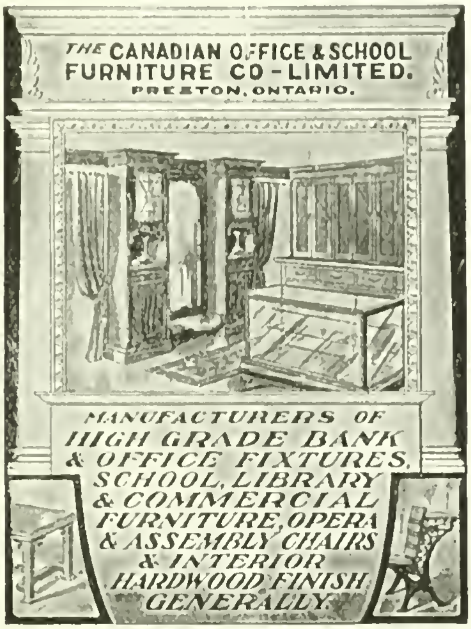
H. Schofield, Toronto, selling cocaine; W. W. Swaine, Toronto, selling poison, second offence; W. A. A. Twiddy, keeping open shop without graduate, second offence; W. Porte, Brighton, keeping open shop and selling poison; T. Apps, Paris, keeping open shop and selling poison; H. Jeffrey, Oakville, selling poison; J. Roberts, Toronto, keeping open shop; J. Brown, Toronto, selling cocaine.

Total fines collected, $283.50; expenses and detectives' salary, $224.81; leaving balance of $58.69.

Regarding communication from J. Urquhart, Oakville, directing attention to the style of advertising in some newspapers which reflects on the standing and character of pharmacists, we beg to state that we report that the managers of newspapers and journals should permit their columns to be used to besmirch the character of any man, but as the offence is one common to the whole dominion we respectfully suggest that this matter be referred to the C. P. Association and request our representative to see that action is taken on the same.

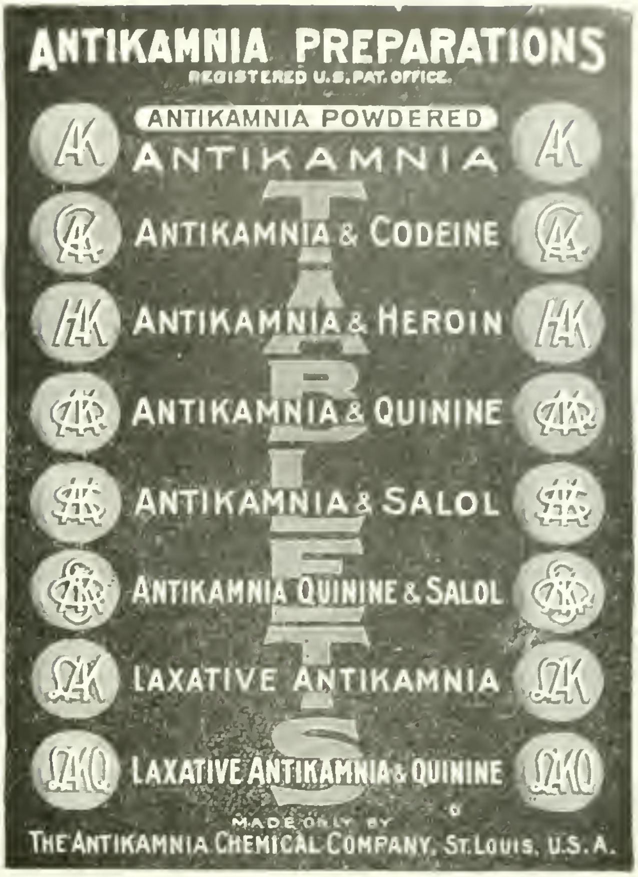
In reference to the communication from the Honorable the Provincial Secretary calling our attention to possible amendments to the Liquor License Act as regards the purchase of liquor by pharmacists, we recommend that the Legislature of the Province of Ontario be requested to enact legislation empowering the Ontario College of Pharmacy to deal with flagrant violations of the License Act and grant an amendment to the Pharmacy Act permitting the O. C. P. to revoke the license of the O. C. P. for repeated offences of the License Act. We would also express the willingness of the College to undertake prosecution of all offending druggists, and agree that all fines imposed be paid in to the Treasury of the Province, the province to bear the expense of any such prosecution; and we further recommend that this committee be empowered to take the question up with the Provincial Secretary. We further desire to express our approval in having this matter called to our attention and to state that this College is in hearty accord with the Legislature in its effort to bring into effect such legislation as will curtail the illegal sale of spirituous liquors.

(Sd.) A. J. LUSTON, Chairman.



THE CANADIAN OFFICE & SCHOOL FURNITURE CO - LIMITED.
PRESTON, ONTARIO.

MANUFACTURERS OF HIGH GRADE BANK & OFFICE FIXTURES, SCHOOL, LIBRARY & COMMERCIAL FURNITURE, OPERA & ASSEMBLY CHAIRS & INTERIOR HARDWOOD FINISH GENERALLY.



ANTIKAMNIA PREPARATIONS
REGISTERED U.S. PAT. OFFICE.

ANTIKAMNIA POWDERED

TABLETS

- ANTIKAMNIA
- ANTIKAMNIA & CODEINE
- ANTIKAMNIA & HEROIN
- ANTIKAMNIA & QUININE
- ANTIKAMNIA & SALOL
- ANTIKAMNIA QUININE & SALOL
- LAXATIVE ANTIKAMNIA
- LAXATIVE ANTIKAMNIA & QUININE

MADE ONLY BY
THE ANTIKAMNIA CHEMICAL COMPANY, ST. LOUIS, U.S.A.

The Original and Only Genuine

BEWARE OF IMITATIONS SOLD ON THE MERITS OF

MINARD'S LINIMENT

Broadway Central Hotel

Broadway, Cor. Third St.

In the Heart of New York

Only Medium Priced Hotel left in New York

Special Attention Given to Ladies Unescorted

Special Rates for Summer

Our table is the foundation of our enormous business

American Plan, $2.50 upwards
European Plan, $1.00 upwards

Send for large colored map of New York, free

DAN. C. WEBB, Prop.

The Only New York Hotel Featuring American Plan.

Moderate prices. Excellent food. Good service

THE EUREKA OINTMENT POT

REDUCTION IN PRICE

Is now well known and is one of the most popular jars on the market. We formerly made it only in Flint, Amber and Emerald Green. We now furnish it in Opal as well, in the dispensing sizes, ½ oz to 4 oz. sizes.

EUREKA OINTMENT POT LIST

Size	Per Gross	Original Package
½ Oz.	$ 5 35	5 Gross
¾ "	6 25	5 "
1 "	7 50	3 "
2 "	9 90	3 "
3 "	12 75	2 "
4 "	15 00	2 "
6 "	20 00	1 "
8 "	27 00	1 "
16 "	39 50	1 "

FOR SALE BY JOBBERS DISCOUNT TO THE TRADE 60 PER CENT.

T. C. WHEATON CO. **MILLVILLE, N.J., U.S.A.**
EXPERT BOTTLE BLOWERS

PHARMACY, HIGHLAND PARK COLLEGE DES MOINES, IOWA.

RESIDENT COURSES

I. Regular Ph. G. Course.
II. Special Course to prepare students for examination before State Boards. The largest and best equipped College of Pharmacy in the United States. School the entire year. Students present from almost every State in the Union. Expenses very reasonable.

CORRESPONDENCE COURSE

The best Correspondence Course in Pharmacy before the public. The Course is complete in every detail, but easy to master. Students enrolled in all parts of the United States. We can prepare you for your examination before any State Board of Examiners. Send for free catalogue. Mention course in which you are interested. Address:

HIGHLAND PARK COLLEGE OF PHARMACY, DES MOINES, IOWA.

METAL FURNITURE

for Cafes, Shops, Halls and other Public Places.

There is nothing better in appearance, construction, and for wearing qualities than this line.

—Write for Prices—

LYONS & MARKS, Distributors
120 Bay Street, Toronto, Can.
The Chicago Wire Chair Co.
Manufacturers - Chicago, Ill.

ASK FOR

"CRUSADER"

(REGISTERED)

The CHOICEST INVALID PORT

Its PURITY and AGE commend it for medicinal purposes. Sold only in bottles For sale in cases, 12 quarts and 24 pints

J. S. HAMILTON & Co., Brantford

WHOLESALE DISTRIBUTORS FOR CANADA

FARMER'S "BAITED" RAT PASTE

The most reliable and safest RAT POISON which has yet been introduced. Destroys Beetles, Crickets, Mice, Cockroaches and all vermin.

It is put up in COLLAPSIBLE TUBES selling at fifteen and twenty-five cents each. Prices to the trade 80 cents and $1.50 per dozen. Order from your jobber, or direct from the sole agents.

THE SUNDRIES IMPORT COMPANY

1 Augusta Ave., Toronto, Canada

Moved by Mr. Luston, seconded by Mr. E. Case, that Report No. 1 of the Infringement Committee be received and adopted.—Carried.

Report No. 1, Finance Committee.

Having examined the reports of the Registrar-Treasurer, the John Roberts Scholarship Fund the auditors' report, and the statements of assets and liabilities, we recommend that the same be adopted and printed in the minutes of the council. Your committee, having examined the following accounts, recommend payment:

Mail and Empire, $9; the Bryant Press, $322.70.

Re request of E. C. McNally for loss of bank draft, improperly addressed, your committee recommend that he be refunded $2.

Re request of A. C. Allan, Stratford, for refund of fees, your committee recommend that his request be not granted.

The request of E. Ahearn, asking for refund of $2, registration fee, your committee recommend that his request be granted.

(Sd.) HENRY SOUTHCOTT, Chairman.

Moved by H. Southcott, seconded by J. Taylor, that the report of the finance committee be received and adopted.—Carried.

A special committee appointed to deal with a communication from Mr. G. Gibbard, in which he took exception to an article written by Mr. J. F. Taylor in the Canadian Pharmaceutical Journal, found that after an exhaustive enquiring into the facts, no evidence had been discovered that Mr. Gibbard had usurped the function of president or permitted himself to attempt any violation of the secrecy of the ballot.

The committee was composed of Mr. Southcott, chairman, Mr. Watters and Mr. Hargreaves.

Moved by Mr. Southcott, seconded by Mr. Watters, that the report of the special committee be received and adopted.—Carried.

Report of the Research Committee.

In submitting their report the Research Committee, after regretting that owing to various circumstances the new edition of the Canadian Formulary would not be ready until June 30. The committee commended the new edition to the careful consideration of all pharmacists, remarking that the best interests of the pharmacist and physician would be greatly advanced by the adoption of a common standard for those preparations that are in general use.

"It is not an uncommon thing to find preparations entirely different in appearance and composition marked under the same name," the report stated, "while on the other hand, preparations identical in character and appearance are often known by entirely different names, and these names are frequently vague and even misleading in order to give some particular manufacturer a proprietary trade right to the name and preparation, these things lead to a confusion of ideas not in the interests of either the physician, the pharmacist, or the public, and often necessitates the keeping in stock of identically the same preparation under two or three different names."

The adoption of the Canadian Formulary would do away with these unsatisfactory conditions, and in order to hasten the introduction of the Canadian Formulary to the medical profession the committee recommended that all members of the O.C.P. should be supplied with one copy free of charge on application to the Registrar-Treasurer, and that pharmacists outside of the Province of Ontario or those members of the College who desire extra copies be supplied with copies at the following prices: single copies, 50c.; 1 dozen, $1; 25 or over, at 25c. each. The more substantial edition would cost 75c. for single copies, or 50c. in lots of 10 or more.

The committee recommend that each district representative should ask the members of his district to appoint a special research committee to co-operate with the committee in suggesting new preparations, and that a set of 15 or 20 of the leading preparations of the C. F. should be supplied on request to each district representative at his district meeting.

The committee further recommended the issue of suitable circulars, covering the important features and advantages of the C. F. to physicians, as well as druggists.

Moved by Mr. Jury, seconded by Mr. Wigle, that the report of the Research Committee be received and adopted.—Carried.

Report No. 2, of Finance Executive Committee.

The committee recommended payment to the Canadian Pharmaceutical Association of their per capita tax of 50 cents for the year 1909.

The committee further recommended that the salary of the Registrar-Treasurer be increased $200 per year in view of the increased cost of living and in recognition of the able manner in which he has discharged the various duties of office.

Some discussion arose over the recommendation to increase Mr. Graham's salary, Mr. Case stating that though he was fully aware of Mr. Graham's capabilities, on behalf of his constituents he felt bound to record a protest. Mr. Wigle also desired to place himself on record against any increase being granted.

"I don't care what my constituents say, I am convinced that no man can live in Toronto and maintain a position on such a salary," said Mr. Johnston, who took up the cudgels in support of the resolution.

Mr. Taylor warmly approved of the increase; he considered that Mr. Graham was worthy of the council's recognition.

"The registrar has to keep up certain social duties, and if you expect to keep a good man, you must pay for him," said Mr. Southcott, in supporting the motion.

After the president had paid a glowing tribute to Mr. Graham's services, it was moved by Mr. Southcott, and seconded by Mr. Jury, that report No. 2 of the Finance and Expenditure Committee be received and adopted.—Carried.

Session, Friday.

Mr. Harrison gave notice that at the next meeting of the council he would move to amend By-law No. 10 by changing the boundaries of some or all of the Electoral Territorial Divisions of the Province as may be considered necessary to give a more equitable division of the Province.

Legislation.

Report No. 3 of Committee on By-laws and

Re application of A. H. Walton, Toronto, requesting to be registered as an apprentice from Aug. 1, 1906, he having produced satisfactory educational qualifications, we recommend that his request be granted on the production of a statutory declaration of time served.

Re application of P. M. Stirling for registration as an apprentice in compliance with his educational qualifications. We recommend that his request be granted on production of a statutory declaration of time served from his preceptor.

Re application of W. J. Cooper, Toronto, requesting to have his apprenticeship in Ireland alowed and to register as an apprentice in Ontario to serve balance of time required by this College in Ontario. The committee recommended that his request be granted on production of a statutory declaration of time served in Ireland, he being in possession of the educational diploma of the Royal University of Ireland.

The committee recommended that the amendments to the Pharmacy Act, secured in the 1910 session of the Legislature of the Province of Ontario, be printed and attached to each printed copy of said Pharmacy Act.

In the matter of the communication from the Attorney-General, in which he calls attention to reported irregularities in the registration of one S. C. Cooper, Lion's Head, as an apprentice, the committee called attention to their report on this case in report No. 4, Clause 4 of the committee at the December session, 1909, in which they reported that after the most searching investigation, that Mr. Cooper had statutory declarations showing he had duly served his full apprenticeship, but that in view of the fact that his time from Jan. 18, 1906, to April 25 of the same year was questioned, the committee required that he should furnish the registrar with further satisfactory declaration covering this period. These were accordingly filed and the committee had them, 3 in number, before them from Rev. Jabez Gandier, H. J. Adams, druggist, and C. Bedwell, lumberman, all of Lion's Head, who declared that Mr. Cooper's apprenticeship covering the above period had been regularly served, and in view of the fact that no evidence contrary to the above declaration had been brought to their notice, they recommended that a copy of this minute and the one referred to in the December session be forwarded to the Department of the Attorney General.

The committee recommended that the solicitor should prepare a suitable statutory declaration to cover the period of apprenticeship service.

The committee also desired to call the attention of pharmacists to their negligence in failing to register apprentices at commencement of their service. Attention to this matter on the part of preceptors would greatly assist the registrar-treasurer and save the apprentice much unnecessary inconvenience.

(Sd.) J. F. ROBERTS, Chairman.

Moved by J. F. Roberts, seconded by A. Johnston, that report No. 3 of the Committee on By-laws and Legislation be received and adopted.—Carried.

Special Report on President's Address.

The committee appointed to consider the president's address reported as follows:

We note the appropriateness of the kindly and sympathetic reference made with regard to the protracted illness of our esteemed colleague at the board, Mr. W. A. Karn, and beg to record our earnest approval of the action already taken by the council with regard to his resignation. We deem such action as a mark of respect due one who has so faithfully and so long been a servant of the pharmacists of this province.

We heartily endorse the suggestion of the president with regard to appointing a committee to draft a suitable resolution with reference to the death of his late Majesty King Edward VII, and a further resolution conveying our congratulations and expressions of loyalty and allegiance to his successor and our new sovereign, King George V.

We regard the tribute paid to the Registrar-Treasurer in referring to his report, as justly due him and that appreciation of his services expressed in a more tangible form might well be considered by the council.

The recognition of the untiring efforts of Messrs. Roberts and Johnston and those representatives of the council who have been so active in promoting and safe-guarding the interests of the college in regard to matters of legislation, we note with satisfaction and pleasure.

It is interesting to note the statistical comparison embodied in the address with reference to the results of recent examinations held in various colleges in the British Isles and those of our College examinations. We trust the day may soon come when the status of our graduates may be such as to command recognition and thus prove a strong factor in bringing about

The food that "Assists Nature."

Benger's Food can be prepared to suit any degree of digestion. Old and young, weak and strong, enjoy and benefit by it, and leading physicians prescribe it :—

A Doctor's Testimony.

"I am a thorough believer in the food, and have had many years' experience of its excellence."

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Price Protected

This Talcum Powder is being extensively advertised in the leading papers and magazines of Canada. The price is protected to retail at 25c and besides being a popular and advertised article gives the Druggist a good profit.

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Makers of Ideal Orchid Perfume.

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Don't place your order for Clinical Thermometers until you have given us a chance to show what we are offering in quality and prices.

Our representatives are carrying sample lines of the grades we have in stock.

Some of the good ones :-

Standard Lens, 2 minute, a good cheap line.
Belleview, 1 minute, the kind the nurse likes.
Facile 228, 2 minute, just a little better.
Facile 228, 1 minute, always a good seller.
Crystal Lens, ½ minute, hand-finished at reasonable price.
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If you need any at once, write for prices that will soon convince you that you have found the right place to buy right thermometers.

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Have you inspected our range of Scribblers, Exercise and Note Books? A truly wonderful line of well selected cover designs—

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different books that are sure to capture the trade. Here are a few of the winers:—

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They could not be more attractive, and are the best value on the market. Why not write us now? We will send you samples.

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complete reciprocity in diplomas throughout the Empire, and the ambition and desire expressed by the president becomes a wish fulfilled.

With reference to the sale of cocaine we would respectfully draw the president's attention to the closing part of sub-section V of section 26 of the Pharmacy Act, which clearly provides that the books of wholesalers shall always be open to inspection by the proper authorities. We consider this to include the inspector of this College.

In connection with the cocaine amendment it is worthy of special note that wholesalers without the province are not subject to the provisions of our Act, allowing them to sell cocaine into the province without restriction thus discriminating against the wholesaler within the province and making the Act ineffective. For this reason the legislation to properly meet the conditions should be federal in scope.

We consider the suggestion that the Minister of Inland Revenue, through the legislation committee of the C. P. A., should be approached re the compounding of patent and proprietary medicines containing poisons for sale to the public, a timely one. In our opinion the requiring by Federal Legislation that such medicines as contain any of the poisons mentioned in the schedule of the Patent and Proprietary Act of Canada must be compounded by chemists qualified under the laws of the respective provinces in which such patent medicines are put up would afford ample protection to the consuming public and to members of the various Colleges of Pharmacy throughout the Dominion.

The matter of conducting a correspondence course for apprentices in connection with this College has previously received consideration at the hands of this committee. We further considered the question and at this time do not deem the undertaking expedient.

We recommend that the address of the president be incorporated in and printed in the minutes.

Moved by A. Stewart, seconded by R. Harrison, that the special report of the Educational Committee on president's address be received and adopted.—Carried.

Report No. 3 of Finance and Executive Committee.

The report of the above committee, submitted by Mr. Southcott, stated that,—

The committee recommended that the College building be painted before the opening of the college.

That a new floor be placed in the cloak room, that the Registrar-Treasurer's office should be renovated, and the upper front room in the college should be fitted up as a library and reading room.

That this work should be carried out under the supervision of a committee composed of the following committee: The President, Registrar-Treasurer, and the chairmen of the Finance Committee and Education Committee.

The committee stated that having examined the McGill street property they had found it badly in need of repairs and that an investment of $700 or $800 in repairs and improvements would greatly increase the revenue. They recommended the employment of an architect to look over the property and draw up specifications, and that tenders be asked for and dealt with by a committee composed of the president, registrar-treasurer, the chairman of finance and Mr. Taylor.

The committee also recommend that $5,000 be invested in approved securities, the matter to be dealt with by the president, the registrar-treasurer and chairman of finance.

The committee recommended that the resolution of E. R. Wigle, referred to the committee, that consideration of same be deferred until December meeting.

The committee recommended that the president notify the Bank of Commerce to accept the signature of the Registrar-Treasurer for returned checks.

Moved by H. Southcott, seconded by J. Jury, that report No. 3 of the Finance and Executive Committee be received and adopted.—Carried.

Report No. 3, Education Committee.

The committee, in its report presented by Mr. Stewart, chairman, recommended that the application of J. F. Kobylanski, Toronto, asking for registration as an apprentice, be granted.

Regarding requisition of Dr. P. Scott for additional microscopes for his department, the committee, while in sympathy with any helpful additions to the College equipment, deemed it expedient to have more particulars, and requested Dr. Scott to present them for consideration at December session.

As the year 1911 records the 25th anniversary of the inauguration of teaching by the O. C. P., the committee recommended that suitable memorial should be considered and that a committee should be formed to give effect to this suggestion, and plans laid before council for proper recognition of the event.

Moved by Mr. Stewart and seconded by Mr. Watters, that Report No. 3 of Education Committee be received and adopted.—Carried.

Mr. Harrison then moved the following resolution, which was seconded by Mr. Taylor:

That we believe all future payments to the C.P.A. should be by annual grants as thought best, and that we notify that body to this effect."

Considerable discussion arose on the motion and several members of the council expressed their views. Mr. Harrison stated that it was no intention of his to kill the Association, but he did not wish it to have any hold on the college beyond that made.

"I don't want to knock the C. P. A.," said Mr. Stewart, "we need it, for we can't legislate without it. But, at the same time, I do not think that you have any evidence to show that the increase in the number of students to this College is due to that organization. I would like you to remember that as soon as they can, the provinces will have up-to-date colleges, and in my opinion we are depleting our funds in order to build up institutions in the West. I question the wisdom of giving 50 cents per member. Where has the money gone? Unless you can make this institution appeal to prospective students throughout the Dominion, we shall only be a second-rate college. $15,000 in cash has already been collected in the Provinces of Alberta and Saskatchewan for the erection of a college, and we, here in Ontario, should be careful and safeguard our fund."

Mr. Harrison: "This resolution will allow us to give what amount is thought necessary and can be made from year to year."

Mr. Stewart: "Has the question been brought up of this Association raising its funds in a different way?"

Mr. Watters: "That has all been considered."

Mr. Johnston, in reply to Mr. Case, pointed out that the O. C. P. could drop their membership in a year's time.

The motion was then put and lost, and Mr. Henry Watters submitted the following resolution, seconded by Mr. Johnston, which was carried:

"That the grant to the C.P.A. be continued for another year, viz., not more than 50 cents per capita for membership of this College, taking June 15th register as a basis."

The following resolutions were then submitted:

Moved by A. Stewart, seconded by A. Johnston: That the President, Vice-President and Registrar be a committee to draft and forward the resolutions re death of King Edward VII and the ascension to the throne of his successor, King George V, in accordance with the suggestion made and the address of the president.—Carried.

Moved by E. R. Wigle, seconded by J. F. Taylor, that the minutes of this meeting and also the special meeting in February be printed in pamphlet form and sent to each registered druggist in the Province.—Carried.

Moved by E. Case, seconded by J. Roberts: That the sum of ten dollars ($10) be voted Mr. G. E. Gibbard to cover postage, telegrams, etc., during his term of office as president of this College.—Carried.

Moved by E. Case, seconded by J. Roberts: That the president and Mr. H. Watters be and they are hereby appointed as delegates of this College to the meeting of the C. P. A. to be held at Halifax, with expenses paid other than their mileage.—Carried.

Amendment to Report No. 3, Education Committee, moved by A. Stewart, seconded by Mr. Southcott, that the application of Wm. Rolls, High River, for a new certificate, we recommend that his request be granted upon his furnishing requisite statutory declaration and fees covering the facts of the case.—Carried.

Moved by Henry Watters, seconded by Edward W. Case: That this council recognizes the need for more perfect preparation of apprentices for the duties of their calling and approves a practical plan to meet this need. In furtherance of this conviction it is resolved that a committee be appointed consisting of Mr. Wigle, Mr. Adams, Mr. Case and the mover to report at the earliest opportunity to this court.—Carried.

Moved by Mr. Johnston and seconded by Mr. Henry Watters: That the council desire to place on record its appreciation of the clear and correct reports in the city papers of the proceedings of this council during the present session, and further desire to thank Mr. Douglas Eppes of the Canadian Druggist, and Miss Jerrold, Pharmaceutical Journal, and the other reporters for their excellent judgment and tact.—Carried.

Moved by J. Roberts, seconded by J. Jury: That this council do now adjourn to meet the first Monday in December, 1910, at 2.30 p.m., or at the call of the President.—Carried.

HIGH COST OF LIVING.

A topic of almost general discussion is the continually advancing cost of food and commodities and doubtless the subject is not new to druggists. Byron W. Holt, vice-president of the American Association for the Advancement of Science, expresses himself as follows: (Southern Phar. Jour.)

"Many explanations, mostly foolish and inconsistent, of the cause of high prices are given to us. They tell us in scholarly language that the real causes of rising prices are monopolies and trusts, the tariff, the growing scarcity of land, the laziness and indifference of farmers, speculation, corruption, high freight rates, population outrunning production, too many people in cities, cold storage, lessening supply, rising land values, pure food laws, labor unions, the greediness of 'middlemen,' automobiles, hookworms, etc.

"All advances in prices when confined to particular commodities or to particular localities or countries could perhaps be explained in ordinary ways. But no such explanation will answer for a world-wide rise in the general price level such as has been occurring during the last twelve or thirteen years.

"There is and can be but one cause for such an advance—namely, a depreciating money unit or standard of value."

It's a poor advertisement if it appears in a sick medium.

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Our stock of supplies for the School Opening Season is complete.

Our series of School Blanks are the choicest we have made yet. The King George and King Edward Practice and Exercise Books are having an enormous sale.

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Our new School Opening Catalogue is being mailed to all the trade. If you have not received one we will be glad to send you a copy on receipt of post card.

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VIRGINIA AVENUE AND THE BEACH

The Hotel Ponce De Leon is newly furnished throughout with rare taste, and possesses all modern requisites for convenience and comfort of guests.

Hot and cold sea water baths.

European and American Plan.

A booklet will be gladly furnished on application.

Rates, running from $12.50 to $30.00 per week, according to location of the rooms. Official hotel American Motor League and the International Automobile League.

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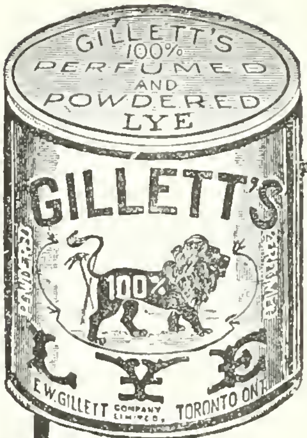
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Just Read The Directions.

Retail Druggists

get familiar with the many uses of Gillett's Lye, and recommend it to your customers for making soap, cleaning of all kinds, and as a disinfectant it's a sure trade bringer.

If your wholesale house will not supply you at list prices, send order to us, and we will ship goods direct.

Awarded highest honors at all Expositions.

E.W.GILLETT COMPANY LIMITED
WINNIPEG TORONTO, ONT. MONTREAL

No Fumes or other Inconvenience

THE DEODORIZING DISINFECTANT

Absolutely Odorless! Non Poisonous!

The "Rapid Cleaning Cartridge"

When the Rapid Cleaning Cartridge (Powder) is brought in contact with moisture or water different chemical processes take place which act in a deadly manner on all **BACTERIA** and organic formations.

The "R. C. C." eliminates all foul odors; leaves none of its own.

Put up in Packages. Retail at 25c.

ONE PACKAGE MAKES 5 TO 10 GALLONS SOLUTION

AGENTS WANTED EVERYWHERE

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D. FERNANDEZ & Co.
Chemists, Es't. 1870

I have tried the samples of R. C. C. you sent us, in three places: after five minutes I found 75% of the matter was disinfected. I then allowed it to stand for half an hour, I then found 90% was disinfected, with kind regards. Yours sincerely

D. Fernandez Co., New York, N.Y.

Original at office of R. C. C. Wk's. 1996 Belmont Ave.

The R.C.C. was used exclusively at the Thyphoid Epidemic at Stamford, Conn., U.S.A., in 1895.

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THE SODA FOUNTAIN

Egg Chocolate Soda.

Break a fresh egg into a 12-ounce soda tumbler, add 1½ ounces chocolate syrup, 2 ounces cream, shake thoroughly; add fine-stream soda, strain into tumbler and serve.

Chocolate and Milk.

One ounce chocolate syrup, 1 ounces rich, cold sweet milk; shake well, add fine stream soda and serve. Can also be served by using hot milk.

Lactone Ice Cream.

Lactone buttermilk made from lactone tablets has proved such a hit that a Chicago druggist has sought to make the utmost of the opportunity and has consequently devised a lactone ice cream which practicaly amounts to frozen buttermilk. Here is the formula:

Milk, 1 gallon.
Cream, 1 quart.
Sugar, 2 pounds.
Gelatin, 1 ounce.
Grated pineapple, fresh or canned, 1 quart.
Juice of 1 dozen medium-sized oranges.
Lactone tablets, 5.

Mix the milk and the cream; stir in the lactone tablets, which have previously been broken and rubbed up in a little milk; then pour in 35 grains of salt, dissolved in a little water. Set the can in a pan or tub of warm water, having a temperature of something like 80° or 85° F., and keep it there for twenty-four hours. When the milk has clabbored the ice cream can be made immediately or the buttermilk mixture can be allowed to stand for another twenty-four hours.

To make ice cream, dissolve the gelatin in a small quantity of water, add to it the buttermilk mixture, add the orange juice and the grated pineapple, then the sugar, stir with a paddle or a spoon until the sugar is dissolved, and then freeze the mixture in the usual way. If desirable, serve with a cherry on the top.

The orange juice covers up the sour taste of the buttermilk the best of anything, and the finished ice cream makes a most delicious frozen delicacy, easily digested and very nutritious.—Modern Pharmacy.

Raspberry Vinegar.

Pour over 2 quarts of raspberries in a stone jar 1 quart of very best vinegar; let stand 24 hours; strain and pour liquid over two quarts of fresh fruit, and let stand the same way (another 24 hours). Allow 1 pound of sugar to 1 pint of the juice, put in a stone jar and set in a pint of boiling water one hour, skim well and put in bottles. While hot cork and seal tight.

This makes a delightfully refreshing raspberry drink, and may also be used for mixing with other flavors.

Pineapple Foam.

Draw into a 12-ounce soda tumbler 2 ounces pineapple syrup, 2 ounces plain ice water. Beat the white of an egg and add to the above mixture, mix with spoon and fill with soda water, fine stream.

Pineapple Cheer.

Place into a mixing glass 1 oz. pineapple syrup, ½ ounce vanilla syrup, ½ounce strawberry syrup, 2 ounces sweet cream, 1 teaspoonful ice cream; shake well and nearly fill glass with soda water, transfer to thin glass, fill with soda water, fine stream, and top off with a slice of pineapple. Serve with spoon and straws.

Pineapple Dream.

Into a 12-ounce glass two-thirds full of shaved ice draw ½ ounce pineapple syrup and ⅛ ounce each of lemon juice and raspberry syrup; fill glass nearly full with soda water, large stream, garnish with strawberry and a slice of fresh orange. Serve with spoon and straws.

Mint Mystic.

Orange syrup	½ ounce
Ginger syrup	½ ounce
Strawberry syrup	½ ounce
Grape syrup	½ ounce
Acid phosphate	1 dram
Mint	1 sprig
Cracked ice	some
Soda water	to make 12 ounces

Thirst Quencher.

Orange syrup.
Lemon syrup . . ..of each 1 ounce
Lime juice.
Strawberry syrup.
Phosphate . . ..of each 1 dash

Tulip Treat.

Place a tall, narrow cone of orange ice on a decorated china saucer; around the bottom of it stick three petal-like segments of orange peel alternated with three sections of orange pulp. Pour over all a mixture of equal parts of orange and mint syrups.

Lemon Syrup from the Oil.

Place 1 ounce (avoirdupois) of citric acid crystals in a mortar and pour over them 1 drachm of fresh oil of lemon. (The oil should be the best and free from turpentine, otherwise the syrup will not be what it should when finished.) Rub the citric acid and the oil together until the whole is reduced to a fine powder. Dissolve this powder in 2 ounces of water and add to it one gallon of simple syrup. After dissolving the powder in the water slowly add a few ounces of syrup before mixing it into the whole amount of syrup. A little yellow or lemon color may be added if desired, but care must be taken not to get an exaggerated color. Keep as close to nature in this matter as possible. The oily part of the lemon is now being prepared by a number of firms in the form of an emulsion that is soluble in water. This is preferable to the straight oils, giving nearer the fruit flavor, especially when placed in the hands of any save the most skilled of syrup makers.—From an article by E. F. White in Ice Cream Trade Journal.

RECIPE FOR A GOOD TOWN.

Grit.
Vim.
Push.
Snap.
Energy.
Schools.
Morality.
Churches.
Harmony.
Cordiality.
Advertising.
Talk about it.
Write about it.
Cheap property.
Speak well of it.
Healthy location.
Help to improve it.
Advertise in its paper.
Good country tributary.
Patronize its merchants.
Elect good men to office.
Honest competition in prices.
Make the atmosphere healthy.
Faith exhibited by good works.
Fire all croakers, loafers and deadbeats.

Let your object be the welfare, growth and promotion of your town and its people. Speak well of the public-spirited men, and also be one of them yourself. Be honest with all your fellow-men.—Greensboro (Md.) Free Press.

Out of our losses may come wisdom, but you can't sell wisdom when you are dead broke.

Earning money is one thing and taking care of it is another, but the fellow who can do neither is up against it.

PRESERVING RUBBER TUBING, ETC.

A mixture of ammonia, 1, and water, 2, has been recommended for this purpose. The articles are immersed in the liquid for a length of time varying from a few minutes to half an hour or an hour, until they resume their former elasticity, smoothness and softness. Another method, based on the destruction of the substance by the slow formation of sulphuric acid by the action of moist air on the contained sulphur, consists in frequently washing the articles with slightly alkaline water, which prevents the action of the acid. Tubing washed five or six times a year in this way remains elastic for a long time. It has also been advised that the articles should be immersed in a bath of melted paraffin for a few seconds or several minutes, according to the size of the articles, and then dried in a room heated to about 100° C. A writer in Berichte says that the hardening is caused by gradual evaporation of the solvent liquids contained in the rubber, and he finds that by keeping in an atmosphere saturated with the vapors of the solvents answers the purpose well. Keeping the goods in air-tight vessels simply is sufficient to preserve them for a long time. Exposure to light and air should be avoided as far as possible. In our own experience we have had very good results by storing the rubber in well-closed tin boxes containing some quicklime and ammonium carbonate, a method which ensures a dry and alkaline atmosphere.—Pharmaceutical Journal.

EASY TO KNOCK.

It is not an evidence of superior wisdom and ability to be a successful knocker. Almost anybody can knock. Any ordinary dub can pick flaws.

If you are in business, do something to show your superiority. Don't knock on the other merchant, and pick flaws in your competitor. We know of merchants who can hardly carry on a friendly conversation with any one without getting in a few digs at some competitor, and usually the competitor they most fear.

"Oh, I know, Jones is a great advertiser," one store. He doesn't carry a decent stock. He carries a lot of job-lot stuff, and the goods he sells are not fit to be in any good store."

Talk like that never impresses the auditor with any great admiration for the man who gives it. It rather tends to help the other chap.

Get down to business and do something for yourself. If you are so superior to your competitor, it will not take people long to find it out without you telling them. Put up a line of goods which speaks for itself, a store management which wins business, and you will never be tempted to knock. You can afford to let other people do the knocking, while you do the business.—Merchants' Journal.

The Largest Import House in Holland in Patent Specialties

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Head Office: Den Haag, Holland.

A B C Code, 4th Edition used

Willing to place all new Medical Specialties on the Market

Pepto-Mangan (Gude)

(Reg U.S. Pat Off.)

is *the one and only* absolutely uniform and unalterable solution of iron and manganese in the form of true organic peptonates. It is also *the one and only* preparation lawfully entitled to be known as "Pepto-Mangan," a valid trademark, which is our exclusive property. We respectfully request the trade to take due notice of these facts.

M. J. Breitenbach Co., New York, U. S. A.

Special Export House for **OLIVE OILS** of the Provence and of Italy

Registered Trade Mark: "LA MARIE LAURE"

Ancient firm, CH. SABATIER & CIE, Established 1876.
Successor, CH. **BENABEN** at Salon, France.

The firm guarantees their oils absolutely pure and furnishes a certificate of the Laboratory for each shipment.

Sole Agent for Canada **THOMAS REID** 9 St. Nicholas St., MONTREAL.

THE **THERMOS** BOTTLE

Keeps Hot
Keeps Cold

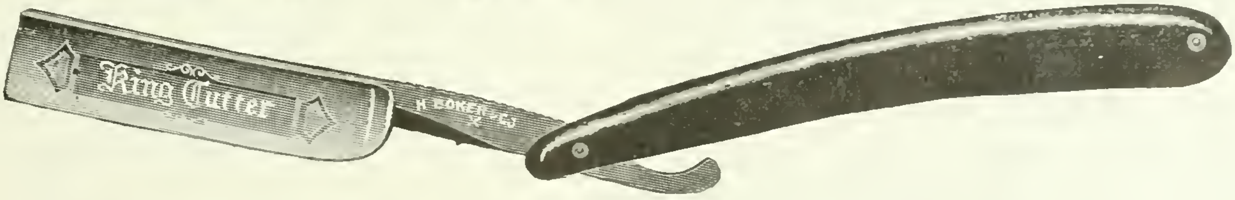
Now Made in Canada

New Catalogue just out
Send for one to-day

Shows better profits for retailers. Every Bottle guaranteed to do what we claim.

Canadian Thermos Bottle Co., . Toronto

H. Boker & Co's "KING CUTTER"



The "KING CUTTER" is known as Highest Grade and noted for its superior shaving quality. Every blade is hand made from the very best quality bar razor steel, tempered by our own process. Perfectly ground, honed and set ready for use. And of the very finest finish throughout.

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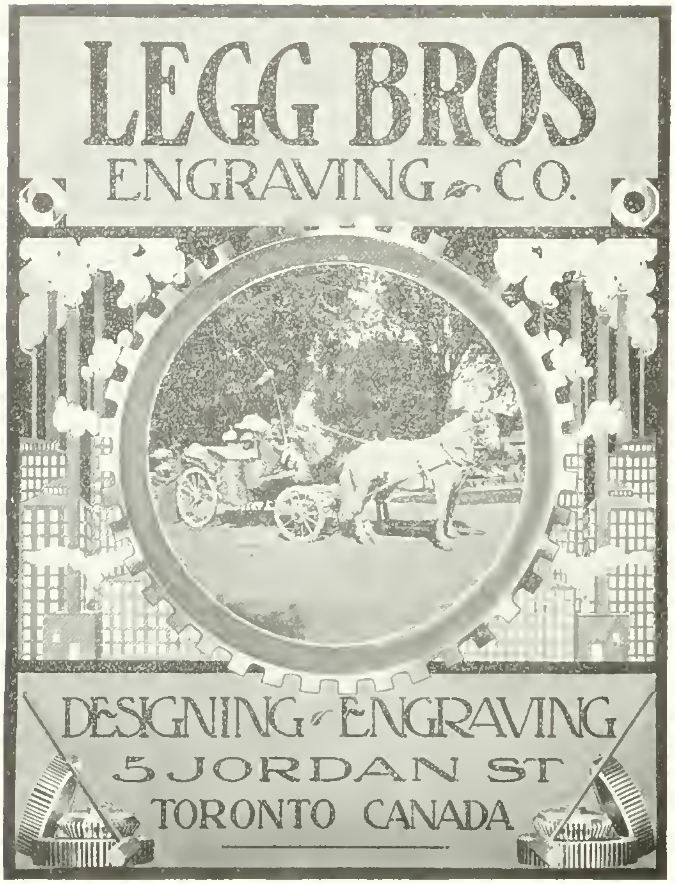

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We have the exclusive handling of the Products of Three of the leading German Postcard Factories — Specialists in their own particular style of card.

CHROMOTYPE BLACK and WHITE
HAND-COLORED SEPIA—BROWN
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PRICES FROM $4.50 m.

Write for samples, which will convince you that we are showing HIGH GRADE cards only.

VANCOUVER, B. C.

Major's Cement

You don't only make a friend by selling reliable goods, but a customer as well. If you sell a person an inferior cement, to earn a better profit, and it does not give satisfaction to the purchaser, he or she in all probability will condemn all cements and never buy another bottle of any kind—thus you lose in the end any way.

If you always sell the best even at a lesser profit you will gain the good will of the buyer and consequently sell more. Thus the increase in sales will more than make up for the difference in profit and will be further ahead than if you sold the less reliable goods, both in reputation and financially.

The above is true with the majority of goods but more so with cement as it is an article that is not a necessity and the demand for it can be easily killed. We do not avoid expense in manufacturing the best article of its kind and give you the best that can be had on the market.

D. WATSON & COMPANY
442 St. Paul St., Montreal, Canada

MAJOR MANUFACTURING CO., A. Major, Pres.
461 Pearl St., - - - New York City

PAP SAG
Tablets
DYSPEPSIA

"The only way to cure a bad case of Dyspepsia is to take one or two Pap-Sag Tablets in a little warm water, after each meal. Not to observe this simple and easy rule is to remain depressed with all kinds of stomach disorders, such as Heartburn, Fetid Breath, Gastritis, Flatulence and Indigestion."

This advertisement will appear in all the papers.

We have no salesman on the road to take up your time.

Druggists will please order from their jobbers or direct at the following prices:

PAP-SAG (Dyspepsia Tablets)

1 Doz 4.50
3 " 4.25
6 " 4.25
12 " 3.75

The Pap Sag Co.
Montreal

Formulary

Ungentum Resorcini Compositum.

Resorcinol	6 parts
Zinc oxide (by dry process)	6 parts
Bismuth subnitrate	6 parts
Oil of birch tar (betulinum crudum Dagget)	6 parts
White wax	10 parts
Petrolatum album	28 parts
Hydrous wool-fat	38 parts

Rub the powders with part of the previously melted wax petrolatum and hydrous wool-fat until a smooth paste is obtained, add the rest and stir until cool.—Abraham Weinstein, A.Ph.A. Proceedings.

Anodyne Collodion.

Aconitine	.1
Veratrine	.6
Flexible collodion to make	100.0

Recommended in Therap. Monatsch., for neuralgias, lumbago and muscular rheumatism. It must not be applied to parched or abraded surfaces.

Glycogelatinum.

Gelatin	20.00
Glycerin	30.00
Distilled water	56.00
Stronger orange flower water	7.00
Citric acid	2.50
Alcohol	1.00
Oil lemon	.20
Solution of carmine	1.00

Soak the gelatin in the distilled water until quite soft, add the glycerin and continue the heat until concentrated to 90. Remove from the water bath, add the citric acid previously dissolved in the orange flower water and the oil of lemon dissolved in the alcohol and then the solution of carmine.—Uglon Woolcock.

The above is intended for the exhibition of medicinal agents in pastilles, etc.

Syrup of Potassium Sulpho-Creosotate.

The following formulae for the preparation of syrup of potassium sulpho-creosotate are given in the Schweizerische Wochenschrift in answer to an inquiry:

Potassium sulpho-creosotate	15.0 parts
Distilled water	35.0 parts
Syrup	45.0 parts
Tincture of gentian	5.0 parts

—Nat. Druggist.

Linoval.

Grunbaum has isolated a new volatile fatty acid from linseed oil which possesses the antiseptic and soothing properties of the oil in a high degree. As an ointment-base 5 parts are to be mixed with 93 parts of vaseline and 1 each of amonia and oil of lavender. This yields a yellowish-white ointment, which is called linoval, capable of absorbing 15 per cent. of water and being used as a medium for various medicaments.

New Formula for Lead Plaster.

Fr. Bergh. gives the following formula for lead plaster: (Apoth. Zeitung.)

Litharge, finely powdered	50 parts
Oleic acid, pur	90 parts
Stearin	10 parts
Glycerin	3 parts
Alcohol	10 parts

The oleic acid and the stearin are melted together and added, with the glycerin and the alcohol, to the lead oxide. The mixture is vigorously stirred until it has become thick, after which it is heated for half an hour on the water bath, with constant stirring until it assumes a light, grayish-yellow color. The mass is kept in the molten condition for several hours to allow the settling of impurities. It is then allowed to cool, the impure layer at the bottom is scraped off, and the plaster cast in sticks.

Elixir of Rhubarb and Potassium.

Rhubarb	320 grains
Golden seal	160 grains
Cinnamon	160 grains
Potassium bicarbonate	320 grains
Spirit of peppermint	1 fluidrachm
Simple syrup	2 fluidounces
Diluted alcohol.	
Simple elixir	of each sufficient

Reduce the three drugs to moderately coarse powder and extract them in the usual way by percolation with diluted alcohol until 6 fluidounces of percolate are obtained. In this percolate dissolve the potassium bicarbonate, add the spirit of peppermint, syrup, and enough elixir to make 16 fluidounces of product, and filter.

This preparation represents the well known syrup of rhubarb and potassium in the elixir form.

Massing Sodium Cacodylate.

At a recent meeting of the Edinburgh (Scot.) Chemists' Assistants' and Apprentices' Association, E. O. Rowland suggested the following formula for making a satisfactory pill mass of the deliquescent sodium cacodylate:

Sodium cacodylate	3 parts
Powdered tragacanth	1 part
Powdered sugar	2 parts
Wheat flour	6 parts

The mixed ingredients are to be worked together vigorously until the proper constituency, and the pills rolls with a little powdered talc.

Sterilizing Ampoules.

Baroni considers that steam at 112° C. is indispensable for effective sterilization of ampoules. In the case of adrenalin chloride and eserine salicylate a tint sometimes develops owing to the presence of an air space in the ampoule. This has been obviated by filling the space with a harmless gas, such as carbon dioxide, but the apparatus required is somewhat more complicated than is needed for filling ampoules in the ordinary way. Braun ("Pharm. Zeit.") states that the failure to obtain complete sterilization in the case of suprarenin solution is due to traces of alkali in the glass of the ampoules.

Ointments for Burns.

The following formulae are given by Lucas-Championniere in Pratique de la chirurgie antiseptique:

1.—Retinol and wax	100	grams
Oil of geranium	15	drops
Oil of thyme	15	drops
Oil of origanum	15	drops
Oil of vervain	15	drops
2.—Petrolatum	100	grams
Oil of geranium	15	drops
Oil of thyme	15	drops
Oil of vervain	15	drops
Oil of origanum	15	drops
Sodium naphtholate	0.30	gram

The author says that he has found these ointments to assist materially in the restoration of the cuticle. They are antiseptic and absolutely non-irritant.

—Nat. Druggist.

Essence of Ginger Ale.

Powdered ginger	10	oz.
Powdered capsicum	¾	oz.
Powdered cardamom	75	grn.
Oil lemon	3	fl. dr.
Diluted alcohol, sufficient to make	24	fl. oz.

Root Beer Extract.

A root beer extract may be made as follows:

Fluidextract sarsaparilla	10 fl. dr.
Fluidextract pipsissewa	10 fl. dr.
Fluidextract licorice	4 fl. dr.
Oil wintergreen	50 min.
Oil Sassafras	25 min.
Oil cloves	10 min.
Alcohol	10 fl. oz.

This quantity of extract is sufficient to be mixed with nine gallons of water, and one gallon of molasses.

To Keep Lard From Turning Rancid.

G. Van Noren, a practical pharmacist, writes in the Annales de Pharmacie that he has found the following method effective in keeping lard fresh for an indefinite time. He takes of

Lard	1000 grams
Benzoin, powdered	40 grams
Potassium alum, powdered	20 or 30 grams

The benzoin and the alum are mixed cold with the lard. After standing for twenty-four hours the mass is warmed in a porcelain capsule, or a water bath, at a low temperature, for at least 6 hours, care being taken to keep the capsule covered. The lard is then melted and filtered through paper. The product is described as being of extraordinary fineness and especially well suited for toilet creams. Van Noren states that he has kept a lard, treated according to his formula, for two years, without its showing the least sign of deterioration.

A Self-Adjusting Pill Roller and Finisher.

Mr. Walter Ruch, in an address before the New Jersey Pharmaceutical Association, spoke of the difficulties encountered by the average druggist in rolling and finishing pills called for on extemporaneous prescriptions, and described a device which effected a great improvement over the usual methods. This consisted of a flat, circular box, open at the bottom, and a thin disc fitting the interior; this disc was movable vertically by means of a piston extending from the disc through the top of the box, a knot being attached to the top of the piston for placing the finger.

This apparatus was used by placing the pills beneath the box, the disc being raised to a distance depending upon the size of the pills. By placing the finger on the knob of the piston, any desired pressure can be extended upon the pills underneath.

Mr. Ruch explained that the apparatus displayed had been inuse by him for a considerable time, and had proved satisfactory in every respect, the main advantage being the ease with which quick and perfect results could be obtained.

Phenophthalein.

J. J. Gilbride, of Philadelphia (Jour. A. M. A., Jan. 29, 1910), says that phenolphthalein was first introduced into medicine through the discovery of the purgative effects of artificial Hungarian wines, which had been treated with it to prevent their substitution for the genuine article. This led to a careful examination as to its action on the bowels, and it was demonstrated by Vamossy that it invariably acted as a purgative. This fact led it to be quickly taken up and used under various names in proprietary medicines. Vamossy explains its action by its remaining unchanged in the stomach and being converted into a sodium salt in the intestines, more soluble and more active than the original drug itself. It has been further investigated by Ott, Scott, Tunnicliffe, and others. Clinical experience has confirmed their investigations and shown that it is a safe cathartic. It usually acts without pain in six hours, and is not followed by later sluggishness of the bowels. According to Gilbride's experience, it loses its effect somewhat by continued use, but a dose of from 3 to 5 grn. will purge the average patient. Gilbride thinks that 5 grn. should be the limit of the dose, as some persons possess an idiosyncrasy for the drug, and for a child he would begin with a small dose, say ½ grn., given at night. He recommends its introduction into the Pharmacopoeia.

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Our Specialities are:

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Wholesalers and Publishers please apply for free samples and prices.

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Please send five dollars for the newest and finest German novelties at wholesale rates.

Established 1895

VERLAG ANT. GERSTENKORN

HAMBURG

There's Money in Fly Paper!

The Essentials Necessary are
WHEN TO BUY AND WHEN TO SELL
WHAT TO BUY AND WHAT TO SELL

PLACE YOUR ORDERS NOW FOR YOUR SEASON'S SUPPLY OF

Lyman's Lightning Fly Paper Poison

AS IT IS THE ONLY KIND THAT PAYS
YOU 150 PER CENT. PROFIT

It has been Killing Flies for nearly Sixty Years

MANUFACTURED BY

THE LYMAN BROS. & CO., LIMITED, TORONTO

Canadian Druggists!!

YOU GET FULL PROFITS ON *Nature's Remedy* REG. U.S. PAT. OFFICE NR-TABLETS-NR

WRITE TO-DAY for our Special Proposition. It's a live one—one that will make good and do it quick.

TO PROTECT YOUR PROFITS

We have discontinued selling Nature's Remedy through Jobbers, and all orders will be filled direct, prepaid.

PERSONAL.—If you have never used Nature's Remedy, we would like to send you a box free for personal use. It is the most satisfactory laxative on the market and is used and recommended by thousands of the best druggists the world over. Let us show you. Write for free box and proposition. **DO IT NOW.**

The A. H. Lewis Medicine Company

ST. LOUIS MO. **SMITH'S FALLS, ONT.**

Trade Notes

Ontario.

J. R. Bond, druggist, Toronto, died recently.

Tamblyn, Ltd., of Toronto, has been incorporated

Mary E. Littlewood has sold the drug business at Hamilton, Ont.

A. D. Bruce, druggist, of London, Ont., is giving up his business.

The Slaven Drug Co., Ltd., Orillia, is being advertised for sale.

Joseph Hazelton, druggist, of Wilton Avenue, Toronto, died this month.

Edward Anderson, druggist, Toronto, is advertising his business for sale.

L. Wilson has purchased the drug business of A H. Box, Smith's Falls, Ont.

H. House has taken over the drug business of Littlewood & Co., Hamilton, Ont.

A. Box succeeds W. T. C. Bethel in the drug business at Pembroke, Ont.

Chas. Aberhart has purchased the drug business of J. A. Roberts, Seaforth, Ont.

A. M. Reid has purchased the drug business of the Dryden Drug Co., Dryden, Ont.

W. T. Pearce has purchased the drug store of S. Howarth, 243 Yonge street, Toronto.

The Marlatt Medicine Co., Ltd., has been incorporated with head office at Toronto; capital $40,000.

G. E. Gibbard has moved his drug business from King and John streets to four doors west on King street, Toronto.

Quebec.

Chas. Beaupre, druggist, of Montreal, Que., died recently.

G. P. Plamondon, Druggist at Quebec City, died recently.

Alberta.

The Olds Drug Co., Olds, Alta., has been dissolved.

H. L. Higgs has sold his branch drug store at New Norway, Alta.

E. B. R. Foster has started a drug business at Calgary, Alta.

The High River Drug Co., Ltd., High River, Alta., has sold out.

McCutcheon & McGill have opened a branch drug store at Calgary, Alta.

The McDermid Drug Co., Ltd., of Calgary, Alta., has been incorporated.

Dr. C. A. Davis, druggist, of Content, Alberta, has discontinued his business.

Campbell Drug Co. have opened a drug and stationery business at Ponoka, Alta.

R. M. Oatway has purchased the drug business of J. H. Puley, Stoney Plains, Alta.

British Columbia.

H. F. McLean is opening a new drug store at Fernie, B.C.

C. H. Allison has opened a drug store at Fort George, B.C.

C. R. Macdonald has opened a new drug store at Chase, B.C.

Alex. Stephens has opened a new drug store at Abbottsford, B.C.

Vancouver Drug Co. has opened a branch drug store at Hastings street, Vancouver, B.C.

H. W. Ferguson has opened a branch drug store at corner of 4th and Carlaw streets, Vancouver, B.C.

The Royal Drug Co. are opening a branch drug store at the corner of Broadway and Scott streets, Vancouver, B.C.

Manitoba.

Dr. K. Black has opened a new drug store at Cartwright, Man.

J. H. Graham is reported to have disposed of his drug business at Cartwright, Man.

Baker & Co., druggists Pipestone, Man., have dissolved partnership.

W. J. Hilton has taken over the drug business of W. A. Robertson & Co., Brandon, Manitoba.

International Drug Co. has purchased the drug business of W. H. Wainman, Winnipeg, Man.

New Brunswick.

J. B. Mahony has purchased the branch drug store of C. R. Wasson, St. John, N.B.

Raymond Lagere has moved his drug business to Moncton, N.B.

The Leger Drug Co. has taken over the Acadia Drug Co., of Moncton, N.B.

Saskatchewan.

W. A. Rife has opened a branch drug store at Shaho, Sask.

The Watrous Drug & Stationery Co., Ltd., Watrous, Sask., has been incorporated.

Dr. McNeil & Co. have opened a drug store at Hanley, Sask.

Angley & McDowell have purchased the drug business of A. H. Clark, Raddison, Sask.

H. A. Tovey has purchased the drug and stationery business of H. Steuart at Unity, Sask.

Wakelin Bros. have taken over the drug business of O. W. Wakelin, Scott, Sask.

A. R. McEwan has disposed of his drug business at Franklin, Sask.

R. A. Scott has opened a drug and stationery business at Netherhill, Sask.

R. W. Barclay has satrted a drug business at Maidstone, Saskatchewan.

D. F. Patterson has purchased the drug and stationery business of Argue & Co., Grenfell, Sask.

Saskatchewan.

W. Trenholm has purchased the drug business of R. C. Humphrey, Shellibrook, Sask.

The City Drug Co., dealers in drugs and stationery at Saskatoon, Sask., have dissolved partnership, J. J. Anderson retiring from the firm.

OBITUARY.

WM. T. BARKER.

Mr. Wm. T. Barker, who for the past thirty years has acted as city traveller in Toronto for leading drug houses, died suddenly of heart disease, June 21st, while visiting at Niagara Falls.

Mr. Barker for some time represented the firm of Evans & Co., after that Elliott & Co., Ltd., and finally was with the National Drug & Chemical Co. Mr. Barker was known to the trade generally and very highly esteemed. He was in his sixty-seventh year and is survived by a widow and grown-up family.

Mr. R. J. Winsor Barker, of Jones Bros. & Co., Toronto, is a son of the deceased.

JOHN R. BOND.

Mr. John R. Bond, druggist, of 453 Yonge street, Toronto, Ont., died as a result of a paralytic stroke he had five years ago, and from which he had partially recovered, but a second attack proved fatal.

Mr. Bond was born in Toronto in 1843, was educated in Upper Canada College, and afterwards succeeded his father in the business established by him some seventy-five years ago. His wife pre-deceased him and he leaves three sons, Aubrey A., barrister, Fred. W. and Roy A., who now conduct the drug business.

JOSEPH E. HAZELTON.

Mr. Joseph E. Hazelton, until recently in the retail drug business, Yonge street, Toronto, but lately moved to Wilton Avenue, died suddenly on June 11th, about midnight. Deceased was born in Yorkville, was forty-six years of age, and leaves a widow and one daughter.

FRANK E. BALDWIN.

Mr. Frank E. Baldwin, Canadian sales manager of the Walpole Rubber Co., died June 8th at his home at Melrose Highlands, a suburb of Boston, Mass., after an illness of about two weeks. Deceased was 48 years old. He came to Canada last September to take charge of the selling staff of the Walpole Rubber Company, and under his direction the Canadian business was markedly successful.

W. J. Millsap, western traveller for Lyman Bros., Ltd., has returned home from his regular trip throughout the Canadian West to the coast, and reports excellent business.

ANNUAL OUTING.

The annual excursion and picnic of the officers and employees of Pake, Davis & Co. was held at Tashmoo Park, and was very largely attended. The excursionists were carried in the steamers Greyhound and Tashmoo to the grounds, where were assembled more than 2,000 workers with their families to the number of about 5,000, who enjoyed themselves to their hearts' content.

Various amusements and athletic events were indulged in, such as ball games, races, dancing, etc. The 26th Infantry Military band from Fort Wayne, Mich., enlivened the proceedings with a most delightful concert.

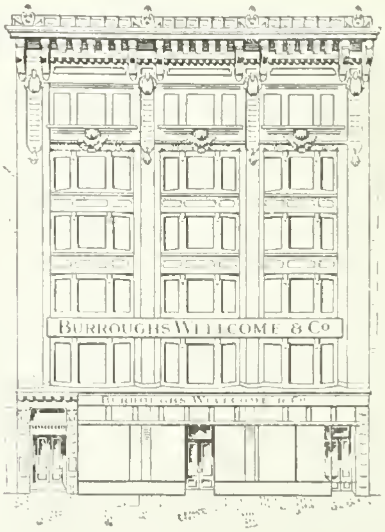
This, the annual outing of the firm, is always looked forward to with the greatest interest, and besides giving a day of general recreation for all, it induces an intercourse in the way of good fellowship which creates a spirit of comradeship.

GRAPE JUICE AND FRUIT SYRUPS.

One of the best selling articles at this season of the year, and one which should be recommended generally by druggists on account of its health-giving properties, is Smith's Grape Juice, which is an ideal tonic and especially valuable during the "hot term."

This juice is made from the pure juice of selected Concord grapes and does not contain any preservative whatever. Another line manufactured by this house is that of fountain syrups and crushed fruits for the soda fountain and for confectionery. These are made from the pure juice of the fruit and are guaranteed pure and full strength. "The E. D. Smith" brand is always a guarantee of purity and excellence.

We have pleasure in giving herewith a cut of the new office of Burroughs, Wellcome & Co., in New York City. This firm, on account of the increased business, have found it necessary to secure more commodious premises, which they have done at 35, 37 and 39 West 23rd street, near Fifth Avenue.



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YOU DO NOT ALWAYS GET THE BEST VALUE WHEN YOU PAY THE HIGHEST PRICE

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We offer two specials, which are unequalled in value:

1218 F 1-10 12k Riding Bow Frame, $7.20 per doz.
1218 FC 1-10 12k Cable Bow Frame, 8.40 per doz.
Any Size Eye. - - Any Length Temple.

The Features—Flat butt temples, flush bridges and cables 1/6 gold on gold filled cores. No other make has this, it costs too much.

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TO DRUGGISTS WHO WISH A LUCRATIVE OPTICAL PRACTICE

WE - -
OFFER

Our Instructors come to you. Teach you the science. Establish a business which yields magnificent profits. You get the knowledge, optical patronage of your locality and all future business without spending one dollar. Write for particulars.

Empire College of Ophthalmology, Ltd., 358 Queen St. West, Toronto

POWER OF THE DRUG TRADE PRESS.

By R. R. Shuman.

There is a lot of talk about water powers nowadays, and the whole country is waking up to the fact that somebody or other is getting hold of a form of wealth that has been allowed to go to waste for generations.

To my mind there is an exact parallel in the unrealized, and too largely unused power of the drug trade press.

The power has been there for a generation or more, but instead of being made to run great industries it has been frittered away in the local grist mills called "cards," or has been unharnessed altogether.

As I said in my last paper, there are 50,000 druggists in the United States. Let us estimate that their average turn-over is only $5,000. That means two hundred and fifty millions of dollars' worth of goods bought by this crowd of men every year.

Personally, I believe the turn-over is at least twice that amount; but let us be conservative.

Then don't forget, Mr. Manufacturer, that these druggists have employees, and that both they and their employees have families.

And bear in mind that druggists are men of influence in their communities; that they are aldermen, members of the school boards, deacons of churches, officers of lodges, men of education, and owners of stores and residences—men whose example and whose opinions carry weight.

Then write down in large letters the fact that these druggists read their monthly trade journals from cover to cover, and that a decent sized advertisement (not a cheap little card) in them, has a mighty influence with them in the selection of the goods they buy.

Don't forget, either, that they judge you and your attitude toward them by the size and the character of your advertisements, in their own papers—the ones they support by their subscriptions.

For instance, if they see that you spend thousands of dollars in the newspapers and magazines of general circulation and throw only a little "sop" to the drug trade papers, the druggists will be very quick to conclude from the contrast between the two, that you are trying to force them to stock your goods.

You know how men of education enjoy being coerced and how they feel toward the fellow who is trying to do it.

Then on top of this unpleasant contrast, if you try to reduce their profits on your "advertised goods" they will naturally conclude that you are not only trying to coerce them, but are actually endeavoring to make them pay the bill.

How long do you suppose they will carry your goods after the public pressure is removed; and with what joy will they substitute their own formulas for yours?

You have heard of the N. A. R. D.?

If you had used the Drug Trade Press as you should, and if you had played fair with the druggists as you should, there would be no N. A. R. D., or at least the policy of that organization would be one of co-operation rather than antagonism.

Wake up! You sleeping manufacturers. Get in the game right. Treat the druggists of the country as the educated men that they are. Give them a chance to show their salesmanship, and make it profitable for them to be salesmen for you, rather than order takers to an artificial and fleeting public demand.

Show them what you have through the columns of their own papers, and tell them frankly that you trust them to represent you with skill and intelligence. Spend a thousand dollars more in the Drug Trade Press and ten thousand less in your advertising agency's favorite list, and watch your profits multiply.

Stop being an advertising "mark" and be an advertising business man. Stop burning "publicity" coal, and harness this inexpensive, but doubly powerful waterpower—direct power—theDrug Trade Press.

*This is another of a series of powerful articles from Mr. Shuman's pen. So great a believer has he become in the power of the Drug Trade Press that he has decided to make his life work the preparation of advertising for manufacturers and wholesalers who wish to use this power. As his policy is to limit his work to but one house in a line, he tells us that he cannot undertake work that competes with the Liquid Carbonic Company, Chicago, whose account he is still handling. He may be addressed at 440 Wells St., Chicago.

TRUISMS.

Don't say you can't until you have tried. You can even have more ability than you imagined.

It pays to advertise anything that it pays to sell.

People who talk too much receive little attention.

As a rule the things we boast of are the things we are least equipped with.

A man always expects his wife to be a lot better than he could possibly be.

The only people who have no use for money are those whose credit is good.

The doctors used to bleed a man for every ailment; now they bleed him whether he has anything the matter with him or not.

A girl wants a husband for all the happiness she thinks there is in marriage; a widow for all the unhappiness she knows there is out of it.

The samples of Citrate of Magnesia, and Effervt. Sodium Phosphate, shown this season by E. G. West & Co., are second to none on the market. Howard's Chemicals only used in their manufacture.

Optical

PRESCRIBING FULL CORRECTION IN MYOPIA.

It has always been the orthodox teaching that the refractionist should not prescribe fully correcting glasses for myopes who have an error of 2 D. or more. It has been held that any effort of accommodation which might be caused by such fully correcting concave lenses would promote the tendency to increase the short sight and to chorioidal diseases. In fact it has been held as important to save the myopic eye every effort of accommodation in so far as possible, says the Western Druggist.

The usual practice has been to order a glass from .5 to 2 D. less than full correction for distant vision, while for near work either no glasses were allowed, if the myopia were of low degree, or, if of medium or high degree, a separate set of spectacles were given, of such strength as would merely enable the patient to read ordinary print at about 30 cm. from his eye. It has also been the practice to restrict the use of the myopic eye for near work to a limited number of hours daily, with intervals of rest, or even to interdict all near work absolutely for a period of months at a time. The main object of the reading glass has been to diminish the angle of convergence to the optic axes, enabling the patient to hold near objects further from his eye, and thus to reduce the pressure of the orbital muscles on the eyeball during convergence—a pressure which is considered to promote the elongation of the globe of the eye.

We now know, on the one hand, that the action of the muscle of accommodation does not produce a pull on the chorioid further back than the equator of the eyeball, while it is, of course, at the posterior pole that the diseases processes in myopia commence. Nor does the ciliary muscle, by raising the tension of the eye, nor in any other way, cause an elongation of the eyeball. Hence, there is no reason to spare the healthy myopic eye any ordinary effort of accommodation. Indeed, it is reasonable to think that if normal effort be required of the ciliary muscle its more healthy tone will improve the general healthy nutrition of the uveal tract and consequently will tend to avert morbid changes in it.

On the other hand, the diminution of the angle of convergence at near work is a truly important matter, for the reason above stated, but it is more effectually provided for by full than by partial correction. Practical experience is here even more valuable than theory, and it shows that in a large majority of these patients whose short sight has been fully corrected in youth and who have worn spectacles constantly for a number of years the myopia in many instances has not increased at all, while in a large proportion the increase will have been moderate, and in but a small proportion marked pernicious progress is noted. In short, the tendency to increase of the myopia and to organic disease is less than in those myopes who have either worn no glasses or only partially correcting glasses.

But in prescribing the full correction for constant wear to young short-sighted persons we meet with some difficulties. The chief of these is due to the range of accommodation, which is imperfect in the myopic eye, and consequently the patient may complain of painful accommodative sensations when first using their fully correcting lenses for near work, and sometimes they decline to persist in the attempt. These complaints are more likely to be made by patients of about twenty years of age or more whose habit of use of their eyes (relative amplitude of accommodation and degree of convergence) has become more or less confirmed, and in whom the power of accommodation has naturally diminished to an appreciable degree, rather than by persons of from twelve to seventeen years of age. Patients should be encouraged, in spite of discomfort, to continue for some time longer to read, etc., with the full correction, when very often the relative amplitude of accommodation will gradually improve and the discomfort will cease. Or a lower number than the full correction must be ordered and the strength gradually increased until, in the course of some weeks or longer, the full correction can be worn for near work with ease.

OPTICAL NEWS.

Michigan Optical Company, Ltd., have moved from 23 Scott street to 20 Adelaide street west, Toronto, and they are fitting up their new premises in a most convenient and attractive way to look after the increased business.

The optical practice of Samuel S. Grant, St. Catharines St., Montreal is being conducted by Mrs. Grant, on McGill College Avenue, and is in charge of E. H. Decelles.

Dr. S. J. Harvey, of North Dakota, has been appointed to a position on the staff of the Empire College of Ophthalmology, and has taken up his residence in Toronto. This marks the return to his native soil of another Canadian, who, after winning distinction under the flag of Uncle Sam, re-crosses the international line to take part in the development of his native country.

The Optometrical Association of Ontario gave a banquet at Orr's Cafe, Toronto, on the evening of Thursday, June 23rd, and was attended by a number of the leading optical enthusiasts. Excellent addresses were delivered by a number of the members and several visitors and a splendid article on the evil influences of ametropic and heterophorotic conditions, by J. W. Kemp, M.D., C.M.

IT WILL PAY YOU TO STOCK
SPRATT'S DOG CAKES
SPRATT'S DOG MEDICINES
SPRATT'S DOG SOAP
SPRATT'S BIRD SEEDS
Your Jobber can supply. May we send our Illustrated Export Price List. (IN PACKETS)
Write **Spratt's Patent Ld., London, Eng.** Canadian Branch: 13 St.Therese Street, St Gabriel's, Montreal

ESTIMATED OLIVE OIL PRODUCTION FOR 1910.

Spain.—In 32 olive-producing districts of Spain, the most important producing centre, with a planted area of 3,289,943 acres, gave 70,533,510 gallons of oil in 1906, exclusive of oil extracted by sulphide of carbon or benzine from the pulps. New trees have since been planted, and as this year atmospherical conditions were favorable, a full crop was obtained in 31 of the 32 districts, the province of Jaen being the only exception.

Italy.—The planted area in 1906 was 2,688,738 acres, with a production of 67,363,470 gallons of oil. In some of the 11 oil-producing districts there has been some damage done by unfavorable weather, but the general outturn is estimated between a three-fourths and a full crop.

Asia Minor, Candia included.—According to reliable information the crop in Mitylene, Awaly, Chio, Samos, Rhodes, Candia Island, and Syria in 1906 was about 51,513,240 gallons, and this season it will not be below that figure, as, especially in Candia, Syria, and Mitylene, the crop is good.

Greece.—Last year's crop was poor and the production of the 642,471 acres was much below the average—17,171,080 gallons of oil. In certain of the 22 producing districts the crop is a full one, and in some, Corfu, for instance, it will be a record one.

Tunis.—The planted area in 1906 was 576,988 acres, with a production of 7,977,944 gallons of oil. The planted area has been reduced much since 1906. On account of the dry weather the crop was for some time in great danger, but heavy rainfalls did good and the crop can be considered as a medium one.

Algeria.—This season's crop will at least equal that of 1906, which was 6,366,507 gallons of oil for a planted area of 172,973 acres.

Portugal.—The planted area in this country (543,629 acres) gives a medium production of 11,306,496 gallons of oil. Everything was favorable, and the total output should exceed the average production.

The above figures do not include the oil extracted from the pulp, the quantity of which is impossible to estimate, but which reaches an important figure. Part of this oil comes into the trade in the form of neutral decolored olive oil.—Weekly Consular and Trade Reports.

PRACTICAL APPLICATION OF KNOWLEDGE.

We quote from an editorial in Advertising and Selling:

"Knowledge is of no practical value unless it can be applied. The student with a brain full of information which he has no means of using may pass along a higher degree of mentality to posterity than would be otherwise possible, but he is of no immediate benefit to his community or to mankind at large.

"The business man who knows things about business management in general which he does not specifically apply to his own affairs neglects to help himself in the easiest of all ways—profiting by the thought and experience of others. He is as unwise as he would be if he had a storehouse full of raw material for factory use, and allowed it to lie there, untouched, year after year.

"Thought, theory and experience are the raw material of business management."

Commenting on this the Southern Pharm. Journal says, many a pharmacist has knowledge that he does not utilize, it is "idle money." If it has no interest for him, let him communicate it to others, this is largely a purpose in association work. A druggist reads an article of merit, one that contains a labor saving, money making, or otherwise valuable idea, expresses himself as pleased, but if he fails to utilize it, either directly or through his clerk, little gain has been made. He shows lack of initiative, he ought to have passed it along and given his clerk an opportunity to make the proper use of it. To profit by the experience of others is to get in line with progressive thought, whereas neglect frequently necessitates the buying of like experience.

CANADIAN PHARMACEUTICAL ASSOCIATION.

The annual meeting of the Canadian Pharmaceutical Association will be held at Halifax, N.S., commencing September 12th.

THE MARTIN, BOLE & WYNNE CO.
WHOLESALE DRUGGISTS
AND IMPORTERS OF FINE DRUGGISTS' SUNDRIES
Corner of Princess and Market Streets . WINNIPEG, MANITOBA

COMING WEST?

SHOULD you desire to come to the great North-West, either to engage in the drug business for yourself, or to take a position as a clerk, we may be able to assist you.

We are constantly in touch with every section of Western Canada, and we shall be glad if we can be of service to any one, desiring information, as to location, etc.

Write Us

DRUG REPORT.

Business during the past month has been very good. The controllers of the bismuth and bromide situation have advanced the price of both of these items and they may go higher still; for values, see Price List.

Cubeb berries and naturally oil of cubebs, buchu leaves, and gum asafoetida are all higher in price.

Glycerine—the prospects for it are higher price.

There are no other changes of note to mention, but some smaller ones will be noticed by careful perusal of the list.

"Metabolinum Glpcosuricum" is now offered to the trade at $2.25 per quart bottle, the retail price being $3.

IN THE CUSTOMER'S INTEREST.

"A point that is frequently lost sight of upon the part of the one who is making a sale," said a retailer the other day, "is the important one, that in order to bring the sale to a successful conclusion it is necessary to make the customer realize that the article that is offered will be of benefit to him, and that it will be a little better than some other article at the same price. I say this is important and that it is often overlooked, because I have rather followed the thing out.

"We all know that the first thing we think of when we go to buy anything is 'How much will this thing benefit me?' and what is true of ourselves is naturally true of anyone to whom we are trying to make a sale. As to the fact that this important thing is frequently overlooked, a little observation will demonstrate that many sales people are more or less listless, or if not that are of the opinion that their only object is to show the goods that customers may call for.

"But this is not all that is needed to create a good salesman. Of course, to go contrary to the wishes of a customer is not good policy, but to put oneself in the place of the customer and realize why he should want the particular article that he asks for and realize the advantages of that particular article for that particular purpose and then speak accordingly is good salesmanship and a sort that will be found when practiced to increase the amount of sales made to a wonderful extent."

Business-Opportunity Notices

For Sale, Exchange, Help Wanted, etc., 50c. for 25 words or less; subsequent insertions 25c. Send cash with order.

FOR SALE

Drug Business in Southern Ontario; population 2,000. Stock and fixtures, $3,300. Paying proposition. Good reasons for selling.

Box 5, Canadian Druggist,
Toronto.

Drug and stationery business in a prosperous Northern Ontario town. Stock and fixtures $3,500. Paying proposition. Good reasons for selling.

Box 9, Canadian Druggist,
Toronto.

Clean paying Drug Business in growing Western Ontario town. Best location, new show cases, good opportunity for growth. Price $3000.

Box 18, Canadian Druggist,
Toronto

NOTICE

Do not buy a Drug Store in Canada or U. S. till you get my list of snaps. Free. Also positions anywhere desired in U. S. or Canada. Estab. 1904.

F. V. KNIEST, R. P.,
Omaha, Neb., U.S A

SITUATION VACANT

WANTED—Druggist graduate of Ontario College of Pharmacy. Apply stating age, salary wanted and experience to

T. A. M. HUGHES,
Souris, Manitoba.

Prices Current and Index of New Remedies

Prices given below are actual values for small quantities ruling in the Canadian Market to-day. Quotations are subject to change without notice. Physicians must expect to pay an advance on prices reported, since these values are actually charged to the trade, and do not cover expenses of any kind.

Acetamide, oz.	$ 0 60
Acetone, C.P., lb.	85
" Commercial, lb.	30
Acid Acetic, B.P., lb.	15
" Acetic, 99½ per cent., lb.	50
" Acetyl Salic., oz.	18
" Arsenious (Arsenic), lb	15
" " (pure), oz.	10
" " (Red Lump), oz.	05
" Benzoic from gum, oz.	15
" Benzoic from Toluol, oz.	10
" Boracic Crystals, lb.	12
" Boracic, Pulv., lb.	12
" Butyric, oz.	25
" Cacodylic, 5 grain bot., each	20
" Camphoric, oz.	55
" Capronic, oz.	2 50
" Carbolic, 1 lb. bots.	25
" Carbolic, 5 lb. tins, lb.	18
" Carbolic, 10 lb. tins, lb.	16
" Carbolic, crude, opt., gal.	1 00
" Carbolic, Crude, Com'l gal.	75
" Cetraric, 15 grain bot., each	80
" Chloroacetic, oz.	50
" Chromic, Pure Cryst, oz.	10
" " Highly Pure Cryst. oz	25
" Crysophanic, oz.	55
" Cinnamic, oz.	40
" Citric, lb	53
" Citric, pulv., lb.	57
" Cresylin, oz.	25
" Dichloracetic, oz.	1 00
" Fluoric, 1 lb. bots., each	1 00
" Fluoric, ½ lb. bots, each	60
" Fluoric, ¼ lb. bots., each	35
" Fluoric, oz.	1
" Fluoric, C.P., lb.	1 40
" Formic, 1-20 oz.	·10
" Fumaric, oz.	3 00
" Gallic, oz.	8
" Glycerino phosphoric, oz.	60
" Hydriodic, oz.	30
" Hydrobromic, lb.	35
" Hydro-Silico Fluoric	3 10
" Hypophosphorus, oz.	50
" Iodic, oz.	1 00
" Lactic Concent'd, oz.	10
" Mallic, oz.	1 50
" Meconic, oz.	2 00
" Molybdic, pure, oz.	20
" " extra pure	40
" Monochlor, acetic, oz.	30
" Muriatic, Com'l, lb.	6
" Muriatic, C.P., lb.	20
" Nitric, Com'l, lb	21
" Nitric, C.P., 1 lb.	25
" Nitrous, lb.	30
" Oleic, oz.	5
" Osmic, 1 gramme tubes, each.	3 00
" Oxalic, lb.	12
" Oxalic, Pulv., lb.	15
" Oxalic, C.P., lb.	50
" Perchloric, oz.	50
" Perosmic, ½ grn. tubes, each.	1 50
" Phosphoric, Concent., 1500, lb.	45
" Phosphoric, Dil., lb.	16
" Phosphoric, Glacial, oz.	10
" Phosphoric, Syrupy, 1750, lb.	50
" Phosphorous, 1.12, oz.	25
" Picric, lb.	80
" Prussic, gs. bots., doz.	1 25
" Pyrogallic, Merck'h, oz.	25
" Pyrogallic, Schering's, oz.	32
" Pyroligneous, lb.	12
Acid Salicylic, lb.	55
" Salicylic, natural, oz.	50
" Soda Phosphate, oz.	15
" Silicic, natural, oz.	20
" Silicic, wet process dried, oz.	25
Acid, Soda Phosphate, oz.	20
" Succinic, oz.	1 40
" Sulphoanilic, oz.	45
" Sulph. Aromat., lb.	65
" Sulphocarbolic, oz.	10
" Sulpho. sicinic, oz.	50
" Sulpho. salicylic, oz.	50
" Sulphl. Com'l, lb.	6
" Sulph, C.P., lb.	20
" Sulpho—Oleic, oz.	3 50
" Sulphurous, lb.	15
" Stearic, oz.	35
" Tannic, lb.	85
" Tartaric, Cryst., lb.	30
" Tartaric, Pulv., lb.	32
" Tartaric, C.P., Cryst., lb.	85
" Tartaric, C.P., Pulv., lb.	90
" Titanic, one-eighth oz. for	25
" Trichlorlactic, oz.	2 00
" Trichloracetic, oz.	35
" Tungslic, oz.	65
" Uric, oz.	60
" Valerianic, oz.	25
Acoin, 1 gramme, each	50
Aconitine, Pure Amorph., grain	40
Adeps Lanae, Hydrous, lb.	30
Adurol, 25 gramme packets, each	75
Agathin, oz.	3 00
Airol, oz.	1 00
Albumen, from egg, oz.	15
Albumen, from blood, oz.	10
Alcohol, gal.	4 90
" Absolute, pint	1 35
" Allylic, oz.	75
" Amyllic, C.P., lb.	1 45
" Benzylic Iso., oz.	80
" Butylic, Iso., lb.	1 25
" Columbian, Spt., gal.	2 65
" Ethylic Deodor, lb.	1 25
" Methyllic C.P., lb.	1 25
" Methylated, gal.,	1 10
" Wood, gal.	90
Aldehyde, oz.	20
Alkannin, oz.	60
Almonds, Bitter, lb.	60
Almond Meal, lb.	50
Aloin, oz.	20
Aloin, oz., pure	30
Alum, lb.	3
" Ammoniated, lb.	25
" Chrome, pure, lb.	25
" Chrome, lb.	35
" Potash, lb.	30
" Pulv., lb.	4
Aluminium, coarse powder, oz.	25
" Acetate, oz.	15
" Acetotartrate, oz.	20
" Bromide, oz.	40
" Chloride, pure, oz.	20
" Hydrate, pure, oz.	30
" Metal, oz.	15
" Nitrate, pure, oz.	15
" Oxide, pure, oz.	50
" Salicylate, oz.	50
" Sulphate, pure, oz.	10
" Tartrate, oz.	20
Alumnol, 25 grammes, each	40
Alypin, 16 gr. bottle, ea.	25
Amalgam, cu Soda, 10 per ct., lb.	3 35
Ambergris, gr.	12
Amidol, oz.	70
Ammonal, oz.	1 50
Ammonia, acetate, oz.	15
" Arseniate, oz.	30
" Benzoate, oz.	15
" Bichromate	12
" Borate, oz.	20
" Bicarbonate, oz.	25
Ammonia, Bromide, lb.	60
" Bisulphite, oz.	25
" Carbonate, lb.	14
" " C.P., Howard's, lb.	60
" " C.P., Merck's, lb.	50
" Carbonate, Powd., lb.	20
" Fluoride, oz.	25
" Glycerophosphate, oz.	50
" Hydrosulphide, lb.	30
" Hydrosulphite, oz.	25
" Hypophosphite, oz.	30
Ammonia, Iodide, oz.	$ 0 38
" Liquor fort, lb.	12
" Molybdate, oz.	25
" Muriate, Lump, lb.	14
" " Gran., lb.	12
" " C.P., lb.	20
" Nitrate, Com'l, lb.	40
" Nitrate, C.P., oz.	10
" Nitrite, oz.	20
" Oxalate, oz.	10
" Persulphate, oz.	15
" Phosphate, pure, oz.	8
" Phosphate, extra pure, oz.	10
" Picrate, oz.	25
" Salicylate, oz.	25
" Sesquichlor Solution, oz.	20
" " Soluble, oz.	65
" " Sublimed	1 00
" " Succinate, oz.	40
" " Sulphate, Com'l, lb.	8
" " Pure, oz.	10
" Succinate, oz.	1 80
" Sulphate, oz.	10
" Sulphide (solution), lb.	55
" Sulphide, Pure Cryst., oz.	65
" Sulphite, oz.	15
" Sulphocarbolate, oz.	25
" Sulphocyanide, oz.	10
" Sulphurated, oz.	1 25
" Tartrate, neutral, oz.	30
" Thio-cyonate, pure, oz.	10
" Valerianate, oz.	30
" Vaudate, oz.	1 50
Amyl, Acetate Oxide, oz.	10
" Butyrate, oz.	25
" Formate, oz.	25
" Nitrate, oz.	25
" Nitrite, oz.	25
" Valerianic, oz.	20
Amylene, Hydrate, oz.	80
Anaesthesin, 25 grm. pkgs., each	1 50
Analgen, 25 grammes for	2 00
Anemonine, for 1 grain tube	40
Anethol, oz.	80
Aniline, pure, oz.	15
" Chloride, oz.	20
" Sulphate, oz.	20
Anisol, oz.	1 25
Anthracene, purified, oz.	30
Anthrarobin, oz.	70
Antifebrine, lb.	50
Antikamnia, oz.	1 40
" Vest pocket box, doz.	2 00
Antimony, metal, oz.	10
" Pulv., pure, lb.	28
" Pulv., com., lb.	15
" Arsenate, oz.	40
" Chloride, oz.	25
" Liver (crocus), lb.	25
" Oxysulph (Sulph. Precid.) lb.	55
" Oxide White (Acid Antimonic oz.	20
" Suphate, oz.	25
" Sulphide, Black, lb.	50
" " (Golden), oz.	12
" Tart. Pulv. (Tartar Emetic) lb	40
Antinosin, oz.	2 25
Antipyrine, Knorrs, oz.	45
" Silicate, 25 grammes for	50
" Swiss, oz.	25
Antisposmine, 15 grm. bots. each	80
Antitoxine, Neuralgic, oz.	1 25
Antithyreodine, bots. 10 c.c. each	2 20

Apiol, Green, oz	50
Apocodeine, Hydrochlor, 1 gr bots each	25
Apolysine, oz.	90
Apomorphia, Muriate, ⅛ oz.	1 20
Arbutin, Crystals, oz	1 50
Areca, Nuts, lb.	25
" Nuts, Pulv., lb	35
Arecoline, Hydrobrom. 15 gr bot ea.	1 25
Argentamine, oz.	85
Argentum Crude (Collargolum) oz.	3 50
Argonine, oz.	90
Argyrol, oz.	2 10
Aristochin (Bayers)	3 25
Aristol (Bayers), oz.	2 10
Arrowroot, Bermuda, lb.	90
" Com., lb.	20
Arsenic, Metal, oz.	15
" Bromide, oz.	30
" Chloride, oz.	40
" Iodide, oz.	60
" Suphide, Red (Realgar), oz.	12
Asaprol, oz.	2 00
Aseptol, oz.	25
Ashes, Pearl, lb.	12
" Pot, lb.	15
Asparagin, ¼ oz. each	20
Asphaltum, lb.	13
Aspirin, oz.	65
Atropia, Pure, oz.	7 50
" Sulphate, ⅛th, each	1 00
" Valerianate, ¼, each	1 60
" Methylbromide, 15 gr. tube, ea.	1 00
Atoxyl, oz.	3 75
Balsam, Canada, lb.	70
" Copaiba, Eng., lb.	1 00
" Copaiba, Amer., lb.	85
" Peru, oz.	25
" Sulphur, lb.	30
" Tolu, oz.	5
Bark, Ash Prickly, lb.	40
" Angustura, lb.	75
" Bayberry, lb.	25
" Canella, lb.	25
" Cascara, lb.	20
" Cascarilla, lb.	30
" Cherry Black, lb.	15
" Coto, lb.	1 40
" Cotton Root, lb.	20
" Condurango, lb.	65
" Elm, lb.	25
" Hemlock, lb.	10
" Mezereon, lb.	40
" Peruvian, Red, lb.	40
" Peruvian, Yellow, lb.	20
" Pomegranate, lb.	45
" Poplar, lb.	13
" Sassafras, lb.	20
" Soap, lb.	14
" Tamarac, lb.	15
" Wahoo, lb.	35
" Witch Hazel	15
" White Pine, lb.	12
Barium, Acetate, oz.	10
" Bromide, oz.	20
" Carbonate, Pure, lb.	40
" Carbonate, C.P., lb.	75
" Chlorate, oz.,	20
" Chloride, Com'l, lb.	30
" Chloride, Pure, lb.	40
" Hydrate, oz.	18
" Hypophos, oz.	30
" Nitrate, oz.	10
" Oxide Hydrate, Com'l, oz.	15
" Oxide Hydrate, Pure Cryst. oz.	25
" Peroxide Anhydrous, Pure, oz	5
" Peroxide, Com'l, lb.	50
" Phosphate, oz.	25
" Sulph Precip., oz.	5
" Sulphide, Pure, oz.	6
Beans, Calabar, oz.	5
" Locust, ground, lb	6
" Tonquin Angustura, lb	1 75
" " Para, lb.	6
" " Surinam, lb.	1 10
" Vanilla, Mexican, oz.	50
" " Bourbon, oz.	40
Berberine, Muriate, oz.	1 60
" Sulph, oz.	1 75
Benzanlide, oz	1 25

Benzole, lb.	50
Benzonal, lb.	1 25
Benzosol, oz.	1 00
Benzyl, Chloride, com., oz	35
" Chloride, pure, oz	60
Benzylamide, oz.	6 00
Berries, Buckthorn, lb.	60
" Cocculus Indicus, lb	15
" Cubebs, lb.	75
" French, lb.	20
" Juniper, lb.	10
" Laurel, lb.	15
" Prickly Ash, lb	1 75
" Poke, lb.	20
" Saw Palmetto, lb.	30
Bethol, oz.	65
Bismal, oz.	75
Bismuth, Acetate, oz.	40
" Ammon Cit., oz.	30
" Benzoate, oz.	40
" Betanapthol, oz.	60
" Bromide, oz.	55
" Carb, lb.	2 60
" Citrate, oz.	25
" Lactate, oz.	50
" Liquor, lb.	45
" Metal, oz.	20
" Nitrate, Crystals, oz.	25
" Oxalate, oz.	50
" Oxide, oz.	45
" Oxychloride, oz.	40
" Oxyiodide, oz.	50
" Oxynitrate, oz.	35
" Phosphate, oz.	60
" Salicylate, oz.	20
" Subgallate, oz.	20
" Subiodide, oz.	40
" Subnitrate, lb.	2 40
" Sulphate, oz.	80
" Tannate, oz.	20
" Tribromphenol (Xereform)	90
" Trichloride Crystal, oz.	90
" Valerianate, oz.	40
Bole, Armenia, lb.	7
Borax, C.P., Cryst, lb	35
" C.P., Pulv., lb.	40
" Cryst., lb.	6
" Pulv., lb.	6
" Glass, lb.	30
Boric, Hydroxide, oz.	20
Boroglycerine, oz.	20
Bromaline, oz.	1 25
Bromine, oz.	10
" C.P., oz.	25
" Chloride, oz.	50
Bromipin, oz.	25
" Tablets, box of 25 each	65
Bromoform, oz.	25
Bromural, oz.	2 00
Broomtops, lb.	30
Brucine, oz.	1 20
" Hydrobromate, oz.	1 75
" Hydrochlorate, oz.	1 75
" Nitrate, oz.	1 75
" Sulphate, oz.	1 75
Buckthorn Juice, lb.	40
Cadmium, oz.	30
" Bromide, oz.	20
" Chloride, oz.	25
" Iodide, oz.	55
" Nitrate, oz.	35
" Oxide, oz.	50
" Phosphate, oz.	60
" Sulphate, oz.	20
" Sulphide, oz.	35
Caffeine, oz.	35
" Arseniate, ⅛ oz. each	20
" Benzoate, ⅛ oz. each	10
" Citrate, oz.	30
" Hydrobromate, oz.	50
" Hydrochlorate, oz.	40
" Nitrate, oz.	1 25
" Salicylate, oz.	40
" Sulphate, ⅛ oz.	75
" And Soda Benzoate, oz.	60
" And Soda Citrate	1 00
" And Soda Hydrobromate, oz.	1 00
" Valerianate, ⅛ oz., each	75
Calamine, prepared, lb.	6
Calcium Metal, oz.	50

Calcium Acetate, oz.	20
" Arseniate, oz	25
" Benzoate, oz	25
" Bromide	20
" Carbide, lb	15
" Carbonate, Pure	50
" " Precip., lb	10
" " Prepared, lb	5
" Chlorate, oz	35
" Chloride, Com'l, lb	30
" Chloride, Pure, lb	45
" Fluoride, lb.	1 90
" Glycerophosphate, oz	20
" Hippurate, ¼ oz. each	20
" Hydrate, Pure Crystal, oz	15
" Hypochlorite, oz	10
" Hypophos, oz	12
" Hyposulphite, oz.	20
" Iodate, oz.	40
" Iodide, oz.	50
" Lactate, oz.	10
" Lactophosphate, oz.	20
" Nitrate, oz.	15
" Oxalate, Pure, oz.	15
" Permanganate, oz.	1 00
" Calcium Peroxide, oz	30
" Phos. Precip., oz.	50
" Phosphate, C.P., oz.	20
" Phosphide, oz.	20
" Saccharate, oz.	25
" Salicylate, oz.	25
" Silicate, oz.	20
" Sulphate, Precip., oz.	10
" Sulphide, oz.	10
" Sulphite, oz.	20
" Sulphocarb., oz.	20
" Tungstate, ¼ oz., ea	30
Camphor, in bells, lb.	65
" ¼ blocks, lb.	68
" oz. blocks, lb.	70
½ oz. blocks, lb.	75
" Powdered, lb.	80
" Monobromide, oz.	25
Candol, lb.	1 50
Cannabine Tannate, 15 gr. tubes.,ea	20
Cantharides, whole, Chinese, lb.	1 30
" Powder, Chinese, lb.	80
" Whole, Russian, lb.	1 65
" Powder, Russian, lb.	1 75
Cantharidin, 5 gr. tube, ea	75
Carbon, Bisulph, lb.	15
" Tetrachloride, oz.	05
Caroid, powd., oz.	1 75
Caseine, oz.	15
Castoreum, oz.	80
Celloidin, 40 grammes, ea	2 00
Cerium, nitrate, oz.	25
" Oxalate, oz.,	08
" Sulphate, oz.	50
Chalk, French lump, lb.	30
" French, Powd., lb.	5
Chiretta, lb.	40
Chloralamid, oz.	30
Chloral, Ammonia, oz.	1 50
" Caffeine, oz.	1 50
" Hydrate, lb.	75
" Hydrocyanate, lb.	1 60
Chloralose, oz.	2 75
Chloroform, D. & F. blue label, lb.	1 00
" D. & F., pure, lb.	2 00
" D. & F., Methyl, lb.	1 65
" German, lb.	65
" Lyman's, lb.	1 25
" Smith's, lb.	90
Chlorophyl, for spirits, oz	30
" for oils, oz.	30
" for water, oz.	30
Chromium, Acetate, oz.	25
" Carbonate, oz.	50
" Chloride, soluble, oz.	1 20
" Chloride Solution, oz.	1 20
" Metal, oz., fused	50
" Nitrate, oz.	30
" Oxide, oz.	10
" Powdered, oz.	30
" Sulphate, oz.	15
Chinaphenin, oz.	1 85
Chrysarobin, oz.	45
Cichonine, Muriate, oz.	30
" Pure Crystal, oz.	60
" Sulphate, oz.	30

Cichonine, Salicylate, oz.	50
Cinchonidia, Sulph., oz.	50
Cinchonidine, pure Cryst., oz.	1 00
" Hydrochlor, oz.	55
" Iodide, oz.	80
" Tannate, oz.	80
Citarin, oz.	1 25
Citrophen, 25 gr. pkt., each	90
Cobalt. lb.	25
" Chloride, oz.	25
" Carbonate, oz.	40
Cobalt, Metallic Powder, oz.	60
" Nitrate, oz.	30
" Oxide, oz.	45
" Oxide, pure, oz.	75
" Sulphate, oz.	25
Cocaine, Alkaloid, ⅛ oz., each	60
" Carbolate, 15 gr. bot., ea.	90
" Muriate, ⅛ oz.	45
" Nitrate, ⅛ oz., ea.	60
" Oleate, 5 per cent., oz.	75
" Salicylate, 5 gr. tubes, ea.	40
" Solution, 4 per cent., oz.	1 00
Cochineal, lb.	50
" Pulv., lb.	55
Cocoa Butter, lb.	50
Codeia, Cryst., oz.	4 90
" Citrate, ¼ oz. ea.	1 75
" Hydrochlor, ⅛ oz. ea.	75
" Phosphate, ⅛ oz. ea.	60
" Sulphate, ⅛ oz. ea.	70
Colchicin, C.P., cryst. 15 gr. bot.ea	2 50
Colocynth, Apple, lb.	65
" Pulv. lb.	70
Collodion, lb.	65
" Canthar, oz.	20
" Flexible, oz.	5
" Styptic, oz.	10
Coloring, Brandy, lb.	15
" Cochineal, lb.	25
Confect, Aromat., lb.	60
" Opium, lb.	75
" Roses, lb.	70
" Senna, lb.	35
" Sulphur, lb.	40
Coniine, Alkaloid, oz.	8 00
" Hydrobromate, 15 gr. bot., ea.	50
Convallamarine, 15 gr. bot., ea.	75
Convallarin, 15 grain bot., ea.	75
Copper, Acetate, pure, oz.	12
" Arseniate, oz.	20
" Arsenite, oz.	25
" Aluminated, oz.	5
" Ammoniated, oz.	10
" Ammonia Sulph., lb.	75
" Ashes, lb.	35
" Bromide, oz.	40
" Carbonate, oz.	10
" Chloride Bi., oz.	12
" Citrate, oz.	60
" Cyanide, oz.	20
" Filings, oz.	12
" Foil, oz.	15
" Gauze, oz.	20
" Iodide, oz.	75
" Metal, oz.	25
" Nitrate, oz.	20
" Oxalate, oz.	20
" Oxide, black, oz.	15
" Oxide, red, oz.	25
" Oxyacetate, oz.	10
" Potass. Chloride, oz.	12
" Shot, lb.	1 25
" Silicate Fluoride, oz.	25
" Sulphide, oz.	20
" Sulphate, Com'l, lb.	9
" Sulphate, Pure, lb.	35
" Tartrate, oz.	15
" Trimmings, lb.	75
" Wire, pure, oz.	10
Coryfin, oz.	1 50
Cotoine, True, 5 gr. bots., ea.	30
Cowhage, oz.	90
Cornatine, Citrate, 5 gr. bots., ea.	5 00
Creosote, B.W., lb.	1 10
" C.P., White, lb.	80
" Carb., oz.	25
" Valerianate, oz.	40
Cresalol, Para, oz.	1 75
Crocus, Martis. lb.	20

Croton, Chloral, oz.	40
Cubebine, oz.	5 00
Cumarin, oz.	40
Cuttle Fish Bone, oz.	30
" Powd., lb.	40
Cystogen, powd., oz.	1 00
" Toblets, oz.	1 10
Curare, with active principle, 1 gr. bot., ea.	2 50
Daturnine, Pure, 5 gr. bot., ea.	80
" Hydrochlor., 5 gr. bot., ea.	80
" Sulphate, 5 gr. bot. ea.	80
Decoct. Aloes Co., lb.	40
" Sarsa., lb.	40
Delphinine, 15 grain bot., ea.	1 25
Diabetin, 100 grammes for	2 00
Diacetyl, Morphine, oz.	4 50
Diaphtherine, oz.	75
Diapente, lb.	25
Diastase, oz.	1 00
" Malt, oz.	90
Diastine, oz.	2 00
Digitalin, Amorph., grain	4
" German, pure, ⅛ oz. bot. for.	80
" Digitine, pure, 5 gr. tube, ea.	40
Digitoxin, Cryst., 1 gr. tubes, ea.	1 25
" Tablets, 24's ea. 50; in 50's ea.	75
Dimethy lamido Azo- Benzo, pure, oz.	1 25
Dionin, 15 gr. tube, ea.	45
Diphenylamine C.P. White, oz.	25
Di Thymol Di Iodide, oz.	50
Diuretin, Knoll, oz.	1 00
" Merck's (Theobromine and Soda Salicyl), oz.	1 10
Dormiol, Solution, 100 grm. bot., ea	1 25
Duboisine, Sulph., 2 gr. ea.	60
Dulcin, oz.	25
Edinol, powd., oz.	75
Eigon, Alpha., 20 gramme bot., ea.	1 00
" Alpha and Sodium "	1 00
" Beta "	1 00
Eikonogen, oz.	4
Elaterium, ⅛ oz. bot., ea.	50
Elaterin, Cryst., 15 gr. bot., ea.	1 20
Emetine, Alkaloid, 5 grn. bot. ea.	75
" Resinoid, ⅛ oz. ea.	1 25
Empyroform, 23 grammes, ea.	75
Epicarin, Veterinary, oz.	1 00
" Pure, oz.	1 10
Ergot, lb.	85
" Pulv., lb.	1 00
Ergotine, Bonjean, oz.	55
Erythrol Tetranitrate Tablets, bots. of 50, ea.	2 00
Erythrosin, oz.	60
Erythrophleine, Hydrochlor, grn.	35
Eserine, C.P., 5 grain tube, ea.	55
" C.P., 2 grain tube, ea.	50
" C.P., 3 grain tube, ea.	45
" Citrate, tube, ea.	75
" Hydromate, tube, ea.	75
" Hydrochlorate, tube, ea.	75
" Nitrate, tube, ea.	75
" Pilocarpine, 3 grn. tubes, ea.	65
" Salicylate, 5 grain tubes, ea.	85
" Sulphate, 5 grain tubes, ea.	65
" Tartrate, 5 grain tubes, ea.	75
Ether, Sulph, German, ib.	40
" Sulph., Squibbs, 100 grammes, tins, each	40
" Valerianic, oz.	30
Ethylene, Bromide, oz.	60
" Chloride, oz.	50
Ethylidine Chloride, oz.	1 20
Ethyl, Bromide, oz.	20
" Butyrate, oz.	20
" Formate, oz.	20
" Iodide, oz.	1 00
Eucaine, A, 5 gramme tube, ea.	75
" B, 5 gramme tube, ea.	75
Eucalyptol, oz.	15
Eudoxine, oz.	2 25
Eugenol, oz.	40
Eumenol, oz.	40
Eumydrin, 1 grain tubes, ea.	10
Euonymin, oz.	90
Euphorin, oz.	1 00
Euquinine, 10 gram. pkt., ea.	1 00
Euresol, 25 gram. pkt., ea.	1 00
Eurobin, 25 gram. pkt., ea.	1 00

Europhen, oz.	2 15
Exalgine, oz.	1 25
Exidin Tablets, ½ gramme each. (boxes of 10 tablets), box	50
Ferratin, oz.	1 25
Ferropyrine, 25 gram. pkt., ea.	1 35
Fibrolysin, tube, each	20
Flowers, Arnica, lb.	20
" Chamomile, German, lb.	45
" " Roman, lb.	30
" Calendula, lb.	80
" Elder, lb.	30
" Lavender, lb.	25
" Rose, oz.	10
Formaldehyde, lb.	22
Formaline, Scherings, lb.	65
" Pastilles, box of 20, ea.	30
" Lamps, Scherings, ea.	1 75
" Dusting powder in ½, lb.	80
Formin, Merck's, oz.	15
Formol, lb	55
Fluor Spar, powd., lb.	12
Fluorescein, oz.	1 00
Fuller's Earth, lb.	8
" Powd.	6
Gaduol, oz.	40
Galena, oz.	5
Gallanol, oz.	1 25
Gallicin, oz.	1 25
Gallogromol, oz.	1 25
Galls, lb.	25
Garlic, lb.	25
Gelanthum, ½ kilos, ea.	85
Gelatine, for Hypodermic use, 100 grammes, ea.	1 00
" Cooper's, lb.	75
" Cox's, per doz.	1 35
" French, Bronze label, lb.	35
" French, Gold, label, lb.	55
" French, Red label, lb.	75
" French, Silver label, lb.	40
Gentian Violet, oz.	45
Gelsemine, oz.	2 50
Gelseminine, C.P., 5 grain bot., ea.	80
" Hydrobromate, 5 grn. bot. ea.	..80
" Hydrochlorate, 5 grn. bot., ea	80
" Sulphate, 5 grain bot., ea.	80
Gingerine, oz.,	75
Glass Wool, oz.	50
Glucose, lb.	6
" Pure, oz.	20
Glutol, oz.	1 00
Glycerine, lb.	32
" Merck's, lb.	60
" Price's, lb.	60
Glycin, oz.	75
Glycocoll, oz.	4 00
Glycoline, lb.	32
Glycosal, oz.	90
Glycozone, ¼ bottles, each	1 00
Glycyrrhizin, Ammon., oz.	30
Gold Bromide Mono, 5 gr. bot., ea.	75
" Bromide Tri, 5 grain bot., ea.	65
" Chloride and Sodium, 15 grain bots., doz.	3 75
" Chloride and Sodium, solu.,oz	3 15
" Chloride, dry, 15 gr. bots., dz.	8 00
" Cyanide Mono, 5 gr. bot., ea.	1 00
" Cyanide Tri, 5 gr. bots., ea.	1 00
" Oxide, 5 grn. bots., ea.	75
Grains Paradise, lb.	30
Graliquine, oz.	1 70
Guaiacol, oz.	20
" Benzoate, oz.	1 25
" Carbonate, oz.	40
" Salicylate, oz.	1 60
" Valerianate, oz.	80
Guaiacum Raspid. lb.	15
Guaialine, oz.	1 65
Guaiaquin, 25 grammes, each	3 00
Guarana, Pulv., oz.	35
Guethol, oz.	1 40
Gum Aloes, Barb., lb.	20
" Aloes, Barb., Pulv., lb.	30
" " Cape, lb.	20
" " Pulv., lb.	30
" " Socot., lb.	40
" " Socot, Pulv., lb.	50
" Ammoniac, lb.	60
" Arabic Select, lb.	45

Gum Arabic, 2nd, Sel., lb.	35
" " Sorts, lb	22
" " Pulv., Opt., lb.	50
" " Pulv., Sorts, lb.	25
" Assafoetida, lb.	1 00
" Assafoetida, Pulv., lb.	1 10
" Benzoin, lb.	50
" " Opt., lb	1 00
" Catechu Com'l (Japonica), lb.	12
" " Cubes, lb.	25
" " Pulv., lb.	30
" Copal, lb.	90
" Damar, lb.	40
" Elemi, lb.	65
" Euphorbium, lb.	40
" " Pulv., lb.	50
" Galbanum, lb.	1 05
" Gamboge, lb.	1 30
" " Pulv., lb.	1 40
" Guaiacum, Ordinary, lb.	45
" " Pulv., lb.	50
" " Opt., lb.	1 00
" Kino, lb.	70
" Kino, Pulv., lb.	80
" Mastic, lb.,	80
" Myrrh, lb.	50
" Myrrh, Pulv., lb.	60
" Olibanum, lb.	
" Sagapenum, lb	1 00
" Sandrac, lb.	40
" Sang Draconis, lb.	90
" Sang, Pulv., lb.	1 10
" Scammony, oz.	40
" " Pulv., oz.	45
" Seedlac, oz.	5
" Shellac, Orange, lb.	30
" " Bleached, lb.	30
" " Powd., lb.	40
" Storax, lb.	45
" Spruce, lb.	1 20
" Substitute Yellow Dextrine, lb	10
" " White, lb.	12
" Tamarac, lb.	28
" Thus. (Turpentine), lb.	8
" Tragacanth, extra select, lb.	1 10
" " Pulv., lb.	1 15
" " 2nd Select, lb.	95
" " 2nd Select, Pulv., lb.	1 00
" " Sorts, lb.	30
Gun Cotton, oz.	30
Haematoxylin, oz.	2 00
Haemogallol, oz.	65
Haemoglobin, oz.	1 00
Haemol, oz.	80
" Arseno, oz.	80
" Bromo, oz.	80
" Cupro, oz.	80
" Iodized, oz.	1 10
" Zinc, oz.	80
Hartshorn Shavings, lb.	40
Hedonal, oz.	1 50
Helenin, 15 grain bot., ea	50
Heliotropin, oz.	60
Helmitol, oz.	1 00
Hematein, 15 grs., ea	50
Hematin, 15 grs., ea	2 00
Heroin, 16 grain tubes, each	35
" Hydrochlor, 16 gr. tubes, ea.	35
Holocaine, 1 gramme bots., ea	30
" Hydrochlor, 1 gramme bots., ea	36
Homatropine Pure, 5 gr. tube, ea.	1 65
" Hydrobromate, 1 gr. tube, ea.	35
" Salicylate, 1 gr. tube, ea	50
" Sulphate, 1 gr. tube, ea	50
Honey, lb.	16
Hops in packages, lb.	28
Hydrastia, Wht. Alkaloid, 15 gr. tu., ea	75
Hydrastin, Hydroch. 15 gr. bots., ea	[illegible]
" Sulphate, 15 gr. bots. ea	85
Hydrastinine, 15 gr. bots., ea	2 00
" Hydrochlor, ea, 15 gr. tubes.	2 25
Hydric, Acetate, oz.	25
Hydroquinone, oz.	5
Hydroxlamine Hydrochl. ⅛ oz. ea.	1 25
Hyoscine Hydrobrom. 1 gr. tu., ea.	35
" Hydrochlor, 1 gr. tubes, ea	35
" Hydriodate, 1 grain tubes, ea.	35
" Pure Amorphous, 1 gr. tu., ea.	35
" Sulphate, 1 gr. tubes, each	35
" Pure, 1 gr. tubes, each	35

Hyoscyamine Pure, Cryst, 1 grain tube, each	45
" True, from Hyoscyamine, Pure	
Hyoscyamine, Cryst, 5 gr. tu., ea $	1 25
" Hydrob'mate, 5 gr. tu., ea.	35
" Hydroiodate, 5 gr. tu., ea	35
" Hydroclor, 5 gr. tu., ea	35
" Sulph. Amorphous, grain	35
Hypnone, oz	1 25
Iatrol, oz.	1 50
Ichthalbin, oz	70
Ichthargan, 10 gram pckts, each	1 25
Ichthyform, oz.	1 10
Ichthyol, oz.	50
" Sodium, oz.	60
Ingluvin, oz.	1 25
Insect Powder, lb.	45
Incense, lb.	45
Iodine Bromide, oz	75
" Chloride Tri., oz.	75
" Commercial, oz.,	30
" Resublimed, oz.	35
Iodochloride, oz.	80
Iodoform, Cryst. or powder, oz.	35
" Bitumenized, oz.	75
" Deodorized, oz.	60
Iodomuth, oz.,	1 10
Iodoformogen, 25 grammes, each	60
Iodol, oz.	1 20
Iodopin, 100 gramme pckt., ea	1 10
Iodophenin, oz.	2 00
Iodothyrine, oz.	5 00
Iodopyrine, 10 gramme bottles, ea.	50
Ionone, grain	5
Iridin, ⅛ oz. each	90
Iron Acetate, oz.	20
" Albuminate Scale, oz.	20
" " Powd., oz.	30
" " Saccharated, oz.	25
" " Solution, lb.	50
" " Alum, oz.	5
" Ammonia Sulph., oz.	10
" Ammoniated, lb.	15
" Ammon Mur., lb.	50
" Arsenate, oz.	15
" Arseniate, oz.	15
" Arsenite, oz.	20
" Benzoate, oz.	25
" Bromide, oz.	20
" Hydrogen, oz.	10
" Cacodylate, oz.	55
" Carb., Precip., lb.	15
" " Sacch., lb.	30
" Chloride, (Ferric), oz.	10
" " (Ferrous), oz.	12
" Chromate (Ferric), oz.	30
" Citrate, oz.	10
" " Amonia, lb.	90
" Citrate and Quinine, 4 p.c., oz	17
" " " 10 per cent., oz.	19
" " " B P., oz.	22
" " " and Strych., oz.	25
" " " and Strychnine, oz.	27
" Dialysed, lb.	40
" Ferrocyanide, Pure, oz	6
" " Soluble, oz,	12
" Filings, Iron, lb.	20
" Glycerinophosphate, oz.	35
" Hypophos, oz.	20
" Iodide, oz.	40
" " Saccharated, oz.	3
" Lactate, oz.	10
" Lacmoid, oz.	1 00
" Lactophosphate, oz.	20
" Malleate, oz.	1 50
" and Manganese Citrate, oz.	20
" " Ferrous, oz.	20
" " Peptonized, oz.	20
" " " Solution, lb.	65
" Nitrate Crystals, oz.	25
" Oxalate, oz.	15
" " Ferric Scales, oz.	25
" " and Ammonia	15
" " " Potassium, oz.	25
" " Ferrous, oz.	20
" " Oxide Commercial, lb.	25
" " Black, oz.	20
" " Brown, Pure, lb.	65
" " Red, Saccharated, lb.	50

Iron Oxide, Brown, B.P., oz.	20
" " Red, oz	10
" Peptonized, oz	25
" Perchloride, oz	[illegible]
" Persulphate, oz	10
" Phosphate Scale, oz	10
" " lb.	[illegible]
" Pyrites, lb	25
" Pyrophos, oz	10
" Pyrophos and Ammon Cit, lb	80
" " Soluble Scales, oz	10
" Rubigo, lb	20
" Salicylate, oz	20
" Sesquichloride, oz	12
" Silicate, oz	20
" Subsulphate, oz	10
" Succinate, oz.	40
" Sulph., Exsic, lb.	12
" " Pure, lb.	10
" " Extra Pure, lb.	25
" Sulphocarb., oz.	20
" Sulphocyanide, oz	30
" Sulphuret, lb.	16
" Tannate, oz.	25
" Tart and Potash, oz	10
" Valerianate, oz.	20
" Wire, fine, lb.	50
" Sulphide Lumps, lb.	20
" " Sticks, lb.	25
Isinglass, American Fish, oz	10
" Brazil, oz.	15
" Russian, oz.	30
Itrol, oz.	1 75
Jalapin, oz.	75
Jalap Resin, oz.	4 00
Iothion, oz.	1 50
Juice Pawpaw, oz.	1 25
Kamala, oz.	25
Kaolin, lb.	10
Kefir, fungi, oz.	1 00
Keratin, Peptonized, oz.	3 75
Kesselguhr, Natural, lb.	50
Kola Nuts, lb.	40
Kousso, oz.	20
Koussein, oz.	6 00
Kresol Cyst C.P., oz.	50
" Para, oz.	1 00
" from Tar Oil	20
Kressamine, oz.	1 00
Kryofine, oz.	1 10
Lactophenin, oz.	1 25
Lactucarium, oz.	75
Laevulose, Diabetic, 100 gm. tin, ea	75
" Syrupy, Microscopy, oz.	75
Lanoline, lb.	95
Lanthum Nitricum, oz.	50
Lard, Benzoated, lb.	35
Largin (25 gram. tubes), each	2 25
Lead, Acetate, C.P., Cryst., lb.	30
" " lb.	12
" " Powdered, lb.	15
" Arsenate, Com'l, lb.	25
" Benzoate, oz.	25
" Carbonate, Neutral, lb.	50
" Chloride, Pure, oz	15
" Chromate, Fused, oz.	20
" Dioxide, oz.	10
" Foil, Assay, lb.	30
" Iodide, oz.	30
" Monoxide, lb.	50
" Nitrate, Pure, oz.	10
" " Com., lb.	12
" Oleate, oz.	25
" Oxide, Black, oz.	10
" " C.P., lb.	75
" " Red, pure, lb.	50
" Oxalate, oz.	20
" Peroxide, oz.	30
" Powder, extra fine, lb.	1 90
" Protoxide, oz.	15
" Sesquioxide, oz.	50
" Silicate, oz.	10
" Sulphate, C.P. oz.	16
" Sulphide, oz.	15
" Tannate, oz.	25
" Tartrate, oz.	15
" Test, lb.	25
" Tetroxide, oz.	20

Leaves, Aconite, lb.	15
" Bay, lb.	20
" Belladonna, lb	35
" " Powdered, lb.	40
" Buchu, lb.	1 10
" Chestnut, lb.	20
" Coca, lb.	40
" Damiana, lb.	50
" Digitalis, lb.	50
" " Pulverized, lb.	60
" Eucalyptus, lb.	20
" Henbane, lb.	30
" Henbane, Pulverized, lb.	35
" Henne, lb.	80
" Jaborandi, lb.	30
" Matico, lb.	60
" Savin, lb.	15
" Senna, ordinary, lb.	16
" " Opt., lb.	20
" " Pulverized, lb.	25
" Stramonium, lb.	20
" " Pulverized, lb.	25
" Uva Ursi, lb.	20
Leavulose, 100 grammes for	75
Lecithin (60 grn. tube), each	75
" Tablets (100 in bot.), bot.	1 75
Leeches, doz.	1 00
Lenigallol, (25 gram. pckt.) each	1 65
Lenirobin (25 gram. pckt.), each	1 00
Lemon Peel, lb.	20
Leptandrin, oz.	50
Lime, Carbolate, lb	10
" Chloride, bulk, lb.	4
" " Chloride, 1 lb.	6
" " Chloride, ½ lb.	8
" " ¼ lb.	10
" Free from Sulphur, oz.	5
Liniment, Aconite, lb.	90
" Belladonna, lb.	90
" Camph. Co., pt.	75
" Cantharides, oz.	12
" Chloroform, lz.	5
" Croton, oz.	10
" Iodine, oz.	12
" Opii, pint.	1 00
" Pot Iodide, oz.	10
" Saponis Co., pt.	50
" Sinapis Co., pt.	2 50
" Terebinth, pt.	60
" Terebinth, Acet., pt.	55
Liquor, Ammon. Acet., lb	30
" " Citras. Fort., lb	50
" Antim. Perchlor, lb.	17
" Arsenici Hydrochlor., lb.	20
" Arsenicalis, lb.	12
" Atropia Sulph., oz.	20
" Bismuth, lb.	45
" Camphor Co. for B.P. Tinc.,lb	1 30
" Carbo Detergens, lb.	50
" Donovani, lb.	25
" Ferri, Acetas Fort., lb	65
" " Iodide, lb.	2 40
" " Perchlor, Fort., lb.	12
" " Pernit., lb.	20
" " Persulph, lb.	25
" " Phos., lb.	80
" Hydrarg Perchlor, lb.	30
" " Nit. Acid, lb.	1 00
" Plumbi, Acetas, lb.	12
" Potassae, lb.	15
" Pot Citras., lb.	40
" Santal Flav. Co., lb	1 50
" Soda, Chlor., lb	15
" Soda Ethylate, oz.	25
" Strychnine, lb.	40
" Zinci Chlor., lb	60
" Acetate, oz.	55
" Benzoate, oz.	25
" Bromide, oz.	30
Liquorice, Paste, lb	25
" Powd. Extract, lb.	40
" Solazzi, lb.	50
" Y & S. sticks, 6 to pound, lb.	30
" " Acme Pellets, 5 lb. tins.	2 00
Lithia, Benzoate, oz.	20
" Bitartrate, oz.	35
" Bromide, oz.	30
" Carbonate, oz.	20
" Chlorate, oz.	40
" Chloride, oz.	30
Lithia, Citrate, oz.	20
" Glycerinophos, oz.	90
" Iodide, oz.	50
Lithia Metal (15 gr. bots.) each	$ 1 05
" Nitrate, oz.	50
" Salicylate, oz.	25
Lithia, Tartrate, oz.	75
Litmus, Granular, lb.	60
" Cubes, lb.	40
Loretin (25 grammes) each	60
Losophen, (25 grammes) each	2 00
Lupulin, oz.	10
Lycopodium, lb.	90
Lycetol, oz.	3 25
Lysidine(25 grammes), each	2 00
Lysol, 1 kilo, each	1 20
" ½ " each	65
" ¼ " each	35
" 100 grammes, each	20
Magnesium, Acetate, oz.	20
" Ammonia, Phosphate, oz.	20
" Borocitrate, oz.	10
" Bromide, oz.	25
" Carb. (ounces) lb	20
" " (ponderous) lb.	30
" " (powdered) lb.	20
" " (Calcined), lb.	50
" " (ponderous), lb.	1 00
" Chloride, oz.	5
" Citrate, lb.	30
" Glycerophosphate, oz.	50
" Hypoyhosphite, oz.	30
" Iodide, oz.	75
" Nitrate, oz.	20
" Oxide, oz.	12
" Phosphate, oz.	10
" Powdered, oz.	30
" Ribbon, oz.	60
" Salicylate, oz.	30
" Silicate, oz.	25
" Sulphate, C.P., dried, lb	35
" " Commercial, lb.	3
" Sulphite, oz.	25
" Sulphocarb., oz.	25
" Wire, oz.	60
Malakin, oz.	1 50
Mallein (5 gramme tubes) each	1 00
Maltose, oz.	1 00
Manganese, Borate, oz.	20
" Bromide, oz.	50
" Carbonate, oz.	25
" Chloride, oz.	10
" Citrate, oz.	40
" Glycerophos., oz.	35
" Hypophos., oz.	25
" Iodide, oz.	75
" Metal, oz.	40
" Oxide, pure heavy, oz.	15
" " Commercial, lb.	7
" " Black, pure, lb.	50
" Black, granular, lb.	10
" Peptonized, oz.	30
" Peroxide, oz.	15
" Phosphate, oz.	20
" Phosphite, oz.	15
" Sulphate, oz.	12
" Sulphite, oz.,	40
Manganous, Chromate, oz.	45
" Sulphat, oz.	35
Manna, oz.	6
Mannit, oz.	35
Medulladen, 25 grammes, ea	4 00
Menthol, oz.	30
Menthoxal, oz.	20
Mercaptol, oz.	25
Mercuro-iodo-hemol, oz.	1 25
Mercur-Thymol, Acetate, oz.	75
Mercuric, Nitrate, pure, oz.	20
" Sulphide, Red, oz.	25
Mercurious, Nitrate, oz.	25
" Sulphate, oz.	20
Mercurous, Oxide Black, oz.	35
Mercury, lb.	1 00
" Acetate, oz.	35
" Bichlor. (Corros. Sublimate)lb	1 00
" " Pulv., lb.	1 00
" Biniodide, oz.	25
" Bisulphate, oz.	10
" Bromide, oz.	60
" With Chalk, oz.	5
Mercury	
Chloride and Soda (Calomel)lb	1 10
" Chl. Am. (White Precip.) oz.	10
" Cyanide, oz.	35
" Formate, oz.	25
" Gallate, oz.	40
" Iodo Chloride, oz.	35
" Iodo Viride, oz.	30
" Nitrate Cryst., oz.	15
" Nitric Oxide (Red Precip.) lb.	1 10
" Oleate, 10 p.c., oz.	5
" " 20 p.c., oz.	10
" White Morphia, oz.	20
" B.P., 1898, oz.	10
" Oxide, Flav., oz.	10
" Oxychloride, oz.	10
" Oxycyanide, oz.	40
" Oxycyanuret, oz.	55
" Salicylate, oz.	35
" Sulph. Flav. (Turpeth Min'l)oz	10
" " with Sulph. (Ethiops Min'l) oz.	25
" Sulphate, bi., oz.	10
" Sulphocyanide, oz.	25
" Tannate, oz.	25
Mesotan, oz.	60
Methacetin, oz.	1 55
Methylal, oz.	1 30
Methylene, Bichloride, oz.	65
" Iodide, oz.	2 05
Metol, oz.	70
Microcosmic Salts, oz.	15
Migraenin, 25 grammes, ea	1 50
Milk Sugar, lb.	20
Mistura, Ferri Co., lb.	35
" Glycyrrhiza Co. (U.S.P.) lb.	50
Molybdenum, metal, pure, oz.	1 70
" Oxide, pure, oz.	1 55
" Sulphide, oz.	1 50
Morphia, Alkaloid, oz.	4 10
" Acetate, oz.	3 40
" Bromide, oz.	4 15
" Hydrobromate, oz.	4 60
" Meconate, oz.	4 60
" Muriate, oz.	3 40
" Phialate, oz.	7 90
" Sulphate, oz.	3 50
" Tartrate, oz.	4 15
" Valerianate, oz.	5 30
Mollin, ½ kilo tins, each	1 00
Monochlorophenol, oz.	60
Moss, Iceland, lb	20
" Irish, lb.	16
" " bleached, lb.	20
Mulberry Juice, oz.	10
Musk, Canton, oz.	1 50
" Pure grain, grain	10
Mydrine, 1 grain bots., grain	60
Myrtol, oz.	1 50
Naptha, Mineral, pt.	30
" Wood, pt.	85
Napthaline, E.P., Cryst., oz.	12
" E.P., Pulv., oz.	15
" Balls, lb.	6
" Flake, lb.	7
Napthol, Alpha, Recryst. Medic'l,oz	25
" Beta, Recryst., Medicinal, oz.	10
" Beta, Benzoate, oz.	25
Narceine, Pure Cryst, ⅛ oz., ea.	1 50
" Hydrochlor, ⅛ oz., ea.	2 50
Narcotine, ⅛ oz. each	40
Neurodin, 25 grammes, each	2 00
Nickel, metal, oz.	15
" Bromide, oz.	30
" Carbonate, oz.	20
" Chloride, oz.	20
" Iodide, oz.	85
" Nitrate, oz.	15
" Oxide, oz.	15
" Phosphate, oz.	20
" Salt, lb.	25
" Sheet, oz.	10
" Sulphate, oz.	10
Nitro Benzene, oz.	20
Nosophen, oz.	1 75
Novaspirin, oz.	60
Nux Vomica, Powd., lb.	14
Nylanders, Reagent, lb	1 00
Oil, Amber, crude, lb	40
" " rectified, lb.	50

Oil, Amygdal Amara, pure, oz	60
" " Artificial, oz.	10
" " Persic, oz.	45
" " Dulc, lb.	55
" Angelica, oz.	1 00
" Aniline, oz.	10
" Anise, oz.	20
" Apple, oz.	55
" Banana, oz.	10
" Bays Green, oz.	5
" Bay Rum, oz.	30
" Bergamot, oz.	35
" Cade, oz.	5
" Cajeput, oz.	12
" Camphor, lb.	30
" Capsicum, oz.	60
" Caraway, oz.	25
" Cassia, oz.	20
" Castor, English 1st, lb.	14
" " 2nds, lb.	16
" " Pharmaceutical, lb.	17
" " Italian, lb.	25
" " French, lb.	17½
" Cedar, Pure, lb.	85
" Cedar, No. 2, lb.	55
" " Wood, lb.	50
" Cedrat, oz.	60
" Cedri Ligni for Microscopy, oz	50
" Celery, oz.	1 00
" Chaulmoogra, oz.	12
" Chamomile, oz.	1 50
" Cinnamon, True, oz.	1 00
" Citronella, Coml., lb.	60
" " Opt., lb.	75
" Cloves, oz.	12
" Cocoanut, lb.	20
" Cod Liver, N.F., gal	1 50
" " Norway, gal.	2 00
" Cognac, green, oz.	1 75
" " White, oz.	5 50
" Cologne, oz.	80
" Copaiba, oz.	10
" Coriander, oz.	1 10
" Cotton Seed, gall.	80
" Croton, oz.	12
" Cubebs, oz.	45
" " Oleo Resin, oz.	40
" Cumin, oz.	50
" Dill, oz.	30
" Erigeron, oz.	20
" Eucalyptus, oz.	10
" Fennel, oz.	20
" Fusel, pt.	80
" Geranii Rose, Opt., oz.	2 00
" " " True, oz.	1 50
" " " Turkish, oz.	30
" Gin, oz.	1 00
" Golden Rod, oz.	50
" Goose, lb.	60
" Hemlock, Pure, lb.	1 20
" " No. 2, lb.	65
" Jasmine, oz.	80
" Juniper Berries, oz.	12
" " Wood, lb.	60
" Lavender, English, lb.	70
" " Exotic, oz.	12
" " French, oz.	35
" " Garden, oz.	5
" Lemon, Opt., lb.	1 75
" " Grass, oz.	12
" Linseed, Boiled, gall.	68
" " Raw, gall.	64
" Mace, Essential, oz.	20
" Mace, Expressed, oz.	12
" ullein, oz.	50
" Malefern, oz.	25
" Magnet, oz.	75
" Mustard, Artificial, oz.	35
" " Essential, oz.	50
" Myrbane, lb.	20
" Neatsfoot, gall.	1 30
" Neroli, oz.	4 25
" Nutmegs, oz.	15
" Olive, Green, gall.	1 75
" " Yellow, gall.	1 50
" Orange, oz.	20
" " Bitter, oz.	30
" " Sweet, oz.	20
" Origanum, White, oz.	20
" " Red, Pre, lb	75
Oil, Origanum, No. 2, lb.	50
" Palm, lb.	20
" Palma, Rose, oz.	40
" Patchouli, oz.	1 00
" Pennyroyal, oz	25
" Pepper, black, oz.	90
" " Oleo Resin, oz.	2 50
" Peppermint, American, oz.	25
" " English, oz.	1 10
" " Todds, oz.	40
" Petit , gran., oz.	75
" Petrolatum, gall.	1 50
" Phosphorated, oz.	10
" Pimento, oz.	30
" Pine needles, oz.	20
" Pinus, pumilion, oz.	35
" Pinus, Sylvestris, oz.	15
" Poppy, oz.	10
" Rangoon, Pure, lb.	25
" Rhodii, oz.	6
" Rose, No. 2, ⅛th, ea.	90
" Rose, Virgin, ⅛th, ea.	1 50
" Rosemary, Opt., oz.	10
" " Coml., lb.	65
" Rue, oz.	20
" Rum, oz.	20
" Salad, Pure, gall	3 00
" " Patent, gall	90
" Santal, Opt., oz.	35
" " W.I., oz.	20
" " Pear's, oz.	40
" " Allen's, oz.	35
" Sassafras, lb.	1 25
" " Artificial, lb.	60
" Savin, oz.	20
" Sesame, gall.	2 00
" Skunk, lb.	60
" Spearmint, oz.	25
" Sperm, gall.	1 50
" Spike, Coml., lb.	35
" " Fleur, oz.	1 50
" Spruce, lb.	1 25
" St. Johnswort, lb.	50
" Tansy, oz.	40
" Tar, lb.	10
" " Birch, lb.	10
" Wine, oz.	50
" Wintergreen, oz.	20
" " Artificial, oz.	5
" Wormseed, oz.	25
" Wormwood, oz.	70
" Ylang Ylang, oz.	6 50
Oakum, lb.	12
Oil Cake, ground, lb.	3
Ointments, Belladonna, lb.	60
" Blue, lb.	75
" Boracic Acid, lb.	50
" Calamine, lb.	40
" Canthar, lb.	75
" Carbolic, lb.	40
" Cetaceum, lb.	75
" Conium, lb.	80
" Elder Flower, lb.	1 00
" Gallae, lb.	35
" " Co., lb.	80
" Hyd. Ammon. Chlor., lb.	60
" " Biniodide, lb.	75
" " Compd., lb.	1 25
" " Nitratis, lb.	55
" " Oxide Flav., lb.	90
" " Oxide, Rub., lb.	50
" Iodine, lb.	70
" " Compd. lb.	75
" Iodoform, lb.	1 00
" Picis, lb.	45
" Plumbi Acetas, lb.	45
" " Iodide, lb.	1 20
" Resin, lb.	40
" Simple, lb.	40
" Sulphur, lb.	40
" Sulphur Compound, lb.	20
" Veratrine, lb.	2 00
" Zinci Oxide, lb.	40
Oleocreosote, oz.	1 50
Oleo-Resin, Capsicum, oz.	50
" " Malefern, oz.	25
Opium, lb.	$ 8 00
" Pulv., oz.	60
Orange Peel	13
" Ground	15
Orexin, Basic, oz	3 00
" Tannate, oz.	2 50
Orthoform, oz	1 40
Ortol, oz	1 00
Ovarin Powder, oz	3 60
Oxymel Squill , lb	30
Oxysparteine Hydrochlorate 15 gr tube, ea.	65
Palladium, Chloride Cryst , 1 gram bots , ea	4 00
" Chloride, dry, 15 gr bots , ea	1 00
Pananalid, 4 oz. bot , each	1 00
Pancreatine, Pure Active, oz	35
Papaine, Finkler, oz	2 50
" Mercks, oz.	65
Paracetphenetidine, oz	10
Parachlorsalol, oz	1 00
Paracotoin, 15 grain bot., ea	35
Paracresol, oz.	50
Paraformaldehyde, oz	25
" Mercks, oz.	20
Paraldehyde, oz.	10
Paranephrin, 1/100 bots 10 c.c. ea	65
" and Cocaine, Hydroch, tubes of 1 gramme, each	35
Pelletierine, Sulphate, 15 gr. bot , each	1 75
" Tannate, 15 gr bot., ea.	50
Pellotine, Hydrochlor, 15 gr. bot.ea	6 25
Pental, 10 gramme bot., ea.	75
Pepsine, Boudaults, oz.	1 40
" Scale, Pure Soluble, lb.	3 75
" Pure Soluble, oz.	20
Peptone, Meat Dry, oz.	30
Pepper ,Long, lb.	40
Perhydrol, 50 gramme bots., ea.	1 35
Petrolatum, Yellow, lb.	12
" White, lb.	15
" Snowwhite, lb.	25
Phenacetine, oz.	35
Phenamid, Powd., oz.	1 10
Phenocoll, Hydrochlorate, 5 gram., ea.	35
Phenalgine, Capsules, oz.	1 40
" Powd., oz.	1 40
" Tablets, oz.	1 40
Phenazone, oz.	25
Phenol, Bismuth, oz.	85
" Chloride, oz.	40
Phenophthalein, ⅛ oz., ea.	10
Phenosalyl, oz.	25
Phenylene, diamine meta hydro.,oz	1 20
" Diamine para pure, oz.	1 25
Phenylhydroxine, Hydrochlor, oz..	55
Phloroglucin, ⅛ oz., ea.	60
" Vanillin, ⅛ oz., ea.	20
Phosphorus, lb.	95
" Pentachloride, oz.	25
" Pentoxide, oz.	60
" Red, oz.	10
" Trichloride, oz.	55
Picrotoxin, oz.	5 00
Pilocarpine, Alkaloid, 5 gr. bot , ea	50
" Hydrobromate " "	50
" Muriate " "	30
" Nitrate " "	30
" Salicylate " "	50
" Sulphate " "	50
" Tannate " "	1 25
" Valenianate " "	50
Pipe Clay, in squares, lb.	6
Piperazine, ⅛ oz., ea.	50
" Tablets, 10 only, 16 grains ea. in tube, tube.	1 25
Piperine, ⅛ oz., ea.	35
Pitch, Black, lb.	5
" Burgundy, lb.	10
Platinic Chloride, 5% sol. oz.	1 50
Platinum, Bichloride, ⅛ oz. bot.,ea	6 50
" Chloride, Solution, oz.	2 00
" Spongy, oz., pieces	3 80
" and Barium Cyanide, 5 grain bots., each	75
" Foil, grain	16
Platinum and Potash Chlor., oz.	$25 00
" Wire, grain	16
Plumbago, lb.	10
Podophyllin, oz.	36
Poppy Heads, per 100	1 00

Potassium, pure, ⅛ oz., ea	30
" Acetate, lb.	50
" Acetate, C.P., lb.	55
" Arsenate, oz.	15
" Arsenite, oz.	20
" Benzoate, oz.	20
" Bicarb., lb.	30
" " Pulv., lb.	16
" " C.P., Cryst., lb.	40
" Bichromate, lb.	12
" " C.P., lb.	45
" Bisulphate, lb.	50
" Bisulphite, lb.	75
" Bitart., Pulv., lb	27
" Bitart., Pulv., C.P., lb.	75
" Borate, oz.	10
" Borotartrate, oz.	60
" Bromide, lb.	40
" " C.P., oz.	10
" Carbonate, lb.	12
" " C.P., lb.	40
" Caustic, Purif. by Alcohol, lb.	85
" " Pure, sticks, lb.	55
" " Strictly C.P., oz.	20
" Chlorate, lb.	14
" " Pulv., lb.	16
" " Pulv., C.P., lb.	50
" " C.P., lb., Crystal	45
" Chloride, lb.	30
" Chloroplatinate, 15 gr. bot. ea	1 15
" Chromate Yellow, C.P., oz.	10
" Citrate, lb.	70
" " Eff. Bishop's 1 lb. bot., ea	1 50
" and Cobalt Nitrite, oz.	1 25
" Cyanide, Com'l, lb.	22
" " C.P., lb.	35
" Ferric, Cyanide, pure cryst. oz.	15
" Ferro " "	10
" Fluoride, Pure, oz.	20
" Glycerophosphate, oz.	25
" Hydrogen Sulphide, oz.	25
" Hypophos., oz.	10
" Hyposulphate, oz.	50
" Hyposulphide, oz.	25
" Iodate, oz.	65
" Iodide, lb.	3 00
" " C.P., oz.	30
" Lactate, oz.	50
" and Mercury Iodide, oz.	65
" Metabisulphate, oz.	10
" Metal, ⅛ oz., ea	35
" Metantimoniate, oz.	10
" Nitrate, lb.	8
" " C.P., lb.	35
" Nitrite, oz.	15
" Oxalate, Neutral, lb.	45
" Perchlorate, oz.	10
" Permanganate, lb.	25
" " Large Crystals, pure, oz.	10
" Picrate, oz.	30
" Phosphate, C.P., oz.	12
" Prussiate, Red., Cryst., lb.	60
" " Red, Pulv., lb.	75
" " Yellow, Cryst., lb.	25
" " Yellow, Pulv., lb.	30
" Pyrophosphate, oz.	15
" Salicylate, oz.	20
" Silicate, lb.	25
" " Pure, dry, oz.	40
" Silicofluoride, oz.	20
" And Soda Borotartrate, oz.	20
" and Soda Tart., C.P., Cryst.ib	65
" Sulphate, Cryst., lb.	15
" " Pulv., lb.	20
" " for Fertilizing, lb.	6
" " C.P., Cryst., oz.	5
" " C.P., Powd., oz.	6
" Sulphite, lb.	60
" Sulphocarb, oz.	20
" Sulphocyanate, oz.	12
" Sulphide, lb.	60
" Sulphuret, lb.	25
" Tartrate, lb.	70
" Neutral, oz.	10
" Tellurate, 15 gr. tubes, ea.	75
Propylamine, oz.	35
" Chlor., oz.	2 50
Protargol, oz.	1 70
Protan Powder, oz.	50
Pulvis, Aloes Co., lb.	30
" Amygdal, lb.	60
" Antimon Co., lb.	60
" Aromatic or Cinnamon Co., ib	75
" Creta Aromat., lb.	50
" " Camph., lb.	20
" " C. Opii, lb.	75
" for Mistura Creta, lb.	35
" Ipecac Co., oz.	12
" Jalap Co., oz.	5
" Kino Co., oz.	10
" Licorice Co., lb.	20
" Opii Co., oz.	10
" Rhei Co., lb.	50
" Scammony Co., oz.	30
" Seidlitz, lb.	20
" Tragacanth Co., lb.	45
" Thompson's Composition, lb.	25
Ptyalin, Active, oz.	1 25
Putty Powder, lb.	60
Pyoktannin, Blue, oz.	2 25
" Yellow, 10 grammes for	80
Pyramidon, oz.	2 25
Pyrenol, oz.	1 05
Pyrocatechin, oz.	60
Pyridin, C.P., oz.	25
Pyrodin, C.P., oz.	1 60
Pyrogallol, Bismuth, oz.	1 35
Pyrolignine, oz.	1 20
Pyrozone, 3 per cent., doz.	5 50
Quartz, Cryst., oz.	8
Quassia, Chips, lb.	10
Quassin, Cryst., C.P., 15 gr. bot.,ea	2 25
Quinalgen, oz.	1 60
Quinapthol, oz.	3 00
Quinidine, Pure, Cryst., oz.	1 60
Quiniodine, Pure, Cryst., oz.	30
Quinine, Acclosalicylate, oz.	90
" Acetate, oz.	65
" Alkaloid, oz.	85
" Arsenate, oz.	65
" Bisulphate, oz.	40
" Borate, oz.	75
" Bromate, oz.	1 00
" Bromide, oz.	65
" Cacodylate, oz.	2 00
" Citrate, oz.	70
" Dihydrochlorate, oz.	1 25
" Ferro Cyanide Hydro, oz.	90
" Glycerinophosphate, oz.	1 25
" Hydrobromate, oz.	50
" Hydrochlorate, oz.	80
" Hydrochloride, oz.	55
" Hydriodate, oz.	75
" Hypophosphite, oz.	70
" Iodide, oz.	57
" and Iron Valerianate, oz.	1 00
" Lactate, oz.	65
" Phosphate, oz.	65
" Salicylate, oz.	60
" Sulphate, German, oz.	32
" " Howards, oz.	32
" Tannate, oz.	40
" and Urea Hydrochlorate, oz.	75
" Valerianate, oz.	75
Quinoline, oz.	75
Resorcin, oz.	20
" Recrystal, oz.	15
" Resublimed, oz.	40
Rhigoline, lb.	75
Rice Flour, lb.	9
Rodinal, 3 oz. bottle for	50
Root, Aconite, lb.	25
" Aconite, Pulv., lb.	30
" Alkanet, lb.	25
" Angelica, lb.	30
" Arnica, lb.	30
" Belladonna, lb.	20
" " Powd., lb.	30
" Blood, lb.	21
" " Pulv., lb.	25
" Burdock, lb.	13
" " cut, lb.	15
" Calamus, lb.	50
" Colchici, lb.	30
" Columba, lb.	15
" Curcuma, Pulv., lb.	15
" Dandelion, lb.	20
" Dock, Yellow, lb.	16
" Elecampane, lb.	15
" " Pulv., lb.	25
Root Galangal, lb.	20
" Gentian, lb.	15
" " Pulv., lb.	10
" Ginseng., oz.	55
" Golden Seal, whole, lb.	3 25
" " Powd., lb.	3 50
" Hellebore, White, Pulv., lb.	15
" Ipecac, oz.	22
" Jalap, lb.	55
" " Pulv., lb.	60
" Leptandrin, lb.	30
" Licorice, Extra Select, lb.	12
" " " small sticks, lb.	18
" " Pulv., lb.	13
" Mandrake, lb.	16
" " Gr'd, lb.	18
" Marshmallow, lb.	40
" Orris, lb.	20
" " Pulv., lb.	30
" Pareira Brava	20
" Pleurisy, lb.	20
" Pyrethrum, lb.	35
" Rhatany, lb.	50
" Rhei, E.I., lb.	60
" Rhei, E.I., Pulv., lb.	1 00
" " Turkey (so-called) lb.	3 00
" " " " Pulv., lb.	3 10
" Sarsaparilla, Honduras, lb.	60
" " Mexican, lb.	30
" Senega, lb.	1 10
" Serpentaria, lb.	80
" Sombul, lb.	40
" Spigelia, lb.	1 00
" Squills, white, lb.	25
" " Pulv.; lb.	35
" Stone, lb.	20
" Tormentilla, lb.	40
" " Pulv., lb.	60
" Valerian, lb.	15
" Veratrum Viride, lb.	25
Rosaniline, oz.	60
Saccharine, oz.	15
Saffron, American, oz.	7
" Spanish, oz.	1 00
Sal Acetosella, lb	25
" Carlsbad, Artificial, lb.	15
" Craborchard, lb.	40
" Epsom, lb.	3
" " Howard's, lb.	5
" Glauber, lb.	2
" Nitre, (Potash) Crystal, lb.	9
" " Gran., lb.	9
" " (Soda) Cryst., lb.	6
" " Gran., lb.	6
" Prunella, lb.	25
" Rochelle, lb.	25
" Rochelle, Crystal, lb.	35
" Rock, lb.	2
" Soda, lb.	2
Salicine, oz.	50
Saligenin, 15 gr. bots., ea.	50
Salol, oz.	10
Salipyrine, 25 grammes, ea.	25
Salophen, oz.	1 20
Sanguinarine, Alkaloid, 15 grain bots., each	45
" Nitrate, 5 grain bots., ea.	45
" Sulphate, 5 grain bots., ea.	45
Sanoform, oz.	1 00
Santonine, oz.	1 00
Saponin, ⅛ oz. bot.	15
Scillipicrin, 15 gr. bots., ea.	35
Scopolamine, Hydrochlor, 5 gr. bot. each	75
Seeds, Angelica, lb.	35
" Anise, lb.	14
" " Pulv., lb.	15
" " Star, lb.	40
" Annatto, lb.	10
" Burdock, lb.	30
" Canary, lb.	8
" Cardamon, Decort., lb.	80
" " Malabar, lb.	90
" " Pulv., lb.	90
" Carraway, lb.	12
" Carraway, Pulv., lb.	15
" Celery, lb	25
Colchici, lb.	40
" " Pulv., lb.	45
" Conium, lb.	30

Coelhuei Coriander, lb.	18
" " Pulv., lb	20
" Croton, lb	25
" Cumin, lb.	20
" " Pulv., lb.	25
" Dill, lb.	20
" Fennel, lb.	15
" " Pulv., lb.	20
" Flax, lb.	6
" " Pure Ground, lb.	6½
" Foenugreek, Pulv.	7
" Hemp, lb.	6
" Hyoscyamus, lb.	50
" Hyssop, lb.	35
" Jambul, oz.	15
" Lobelin, lb.	75
" Maw, lb.	20
" Mustard, White, lb.	12
" Pumpkin, lb.	20
" Quince, lb.	1 75
" Rape, lb.	6
" Sabadilla, lb	35
" " Pulv., lb.	35
" Stavesacre, lb.	34
" " Pulv., lb.	50
" Stramonium, lb.	30
" Stropanthus, oz.	16
" Sunflower, lb.	15
" Wormseed, lb.	30
Selenium in sticks, oz.	1 50
Silica, Powd., oz.	20
Silver, Bromide, oz.	2 00
" Chloride, oz.	90
" Citrate, oz.	2 50
" Cyanide, oz.	2 00
" Iodide, oz.	1 60
" Metallic., Pulv., oz.	1 50
" Nitrate, Cryst., oz.	75
" " Fused, oz.	90
" Oxide, oz.	1 50
" Precipitated, oz.	3 50
" Sulphate, oz.	1 50
" Wire, oz.	6 00
Snuff, Copenhagen, lb.	1 40
" Macc, lb.	65
" Scotch, lb.	65
" " Lorillards, lb.	90
Soap, Arsenical, lb.	40
" Barilla Ash, lb.	25
" Castile, Conti, lb.	18
" " Shell, lb.	12
" " Pulv., lb.	18
" Curd, lb.	25
" Cocoanut, lb.	25
" Soft English, lb.	8
" Viride, lb.	30
" WhaleOil, lb.	12
Soda, Acetate, lb.	20
" " C.P., oz.	5
" " Pure fused, oz.	13
" Aluminate, oz.	15
" and Ammonia Phos. (Microcosmi Salts), lb.	85
" Arsenate, Pure dry, oz.	15
" Arseniate, Pure Cryst., oz.	8
" Arsenite, Pure, oz.	10
" Ash, lb.	3
" Benzoate, oz.	6
" " from Benzoic Acid, oz.	35
" Bicarb., lb.	4
" " Chance's, lb.	10
" " Crystals, lb.	40
" " Howard's, lb.	15
" Bichromate, fused, oz.	5
" Biphosphate, oz.	12
" Bisulphate, pure cryst., lb.	45
" Bisulphite, lb.	30
" " Coml., Dry, lb.	25
" " Pure dry, lb.	40
" Bitarate, Cryst, oz.	10
" Bromide and Caffeine Cit., lb.	1 00
" Bromide, Gran., lb.	50
" Cacodylate, oz.	1 30
" " ⅛ oz.	15
" Carb., C.P., Cryst., lb.	35
" " C.P., Dried, lb.	35
" Carbolate, oz.	25
" Caustic, lb.	6
" " Gran., lb.	10
" " Sticks, lb.	40
" " Sticks, pure by alcohol, lb	60
Soda Chlorate, lb.	40
" Chloride, Pure, oz	12
" Choleate, oz.	20
" Cinnamate, oz	75
" Citrate, lb	90
" Dithio Salicylate Beta, oz	1 25
" Ethylate, Dry, oz.	1 00
" " Solution, oz.	25
" " Richardson's, oz.	75
" Fluoride, oz.	15
" Formate, oz	20
" Glycerinophosphate, oz.	20
" Hippurate, oz.	1 00
" Hypochlorite, Solution, oz.	10
" Hypophosphite, oz.	10
" " C.P., oz.	50
" Hyposulphate, oz.	30
" Hyposulphite, lb., C.P.	20
" Iodide, oz.	30
" Lactate, Syr., oz.	25
" Meconate, oz.	2 25
" Metaphosphate, oz.	25
" Naptholate, oz.	75
" Nitrate, Crude, lb.	5
" " Pure, Cryst., oz.	10
" Nitro-prusside, oz.	1 00
" Nitrite, lb.	60
" " C.P., sticks, oz.	55
" Oleate, oz.	25
" Oxalate, oz.	2
" Paracreosote, oz.	71
" Sodium, Perborate Medicin. oz	40
" Permanganate, oz.	60
" Phosphate, Gran., lb.	10
" " Pure, lb	20
" " C.P. Cryst., lb.	35
" " C.P., Pulv., lb.	40
" " C.P., Dry, lb.	55
" Phosphite, oz.	40
" Phosphomolybdate, oz	20
" Pyrophosphate, lb.	90
" " Pure, oz.	15
" Salicylate, lb.	65
" " Natural, oz.	60
" Santoninate, oz.	80
" Silicate, lb.	6
" " Natural, oz.	40
" Silicofluoride, oz.	35
" Succinate	50
" Sulphate, C.P., Cryst., lb.	25
" " C.P., Dried, lb.	35
" Sulphite Cryst. or Gran., lb.	7
" " C.P., lb.	25
" " Dried, C.P., lb.	50
" " Pure, Recryst., oz.	25
" Sulphocarb., oz.	10
" Sulphosalicylate, oz.	65
" Sulphovinate, oz.	30
" Tannate, oz.	20
" Tartrate, C.P., oz.	55
" " Neutral, oz.	15
" Tellurate, 15 grains, for	25
" Tetroborate, oz.	25
" Tungstate, lb	75
" " C.P., oz.	20
" Uranate, oz	40
" Valerianate, oz	45
Sodium, Metal, ½ oz. bots., ea.	18
" Acetic Theocin, oz.	3 25
" Fluoride, oz.	20
" Glychollate, oz.	2 00
" Iodide, oz.	40
" Plumbate, oz.	25
" Stannate, oz.	20
" Sulphohydrate, oz.	30
Solanine, 15 grain bot., ea	2 25
Solution Clemens (Arsenic Brom.) lb.	50
" Dobell's, lb.	20
" Fehlings No 1, oz.	5
" Fehlings No. 2, oz.	10
" Hydrarg Bichlor, lb.	65
" Nitroglycerine, 1 per cent., oz	10
" " 10 per cent., oz	20
" " 25 per cent., oz	35
" Potash Hydrosulphide, lb.	40
" Platinate, oz.	15
" Soda, Hydrochlorate, oz.	25
" Vlemmicks (Calc. Sulph.). Wr	65
" Normal Volumetric Acid, Hy-	
Solution drochlor, Wr	2 25
" " " Sulph, Wr	2 25
" " " Potash, Wr	2 25
Somnatose, oz.	57
" " and Iron, oz	60
Somnal, oz	65
Soy, Indian, gal.	75
Sozoiodol, Mercury	1 50
" Potassium, oz	1 25
" Sodium, oz.	1 25
" Zinc, oz	1 60
Sparteim, Sulph, ⅛ oz bot., ea	25
Spermaceti, lb	50
Spirits, Ammon. Aromat., lb	65
" Camphor, pt.	85
" Chloroform, lb	65
Stannous, Chloride, C.P., oz	15
" Nitrate (solution) oz	30
" Sulphate, oz.	20
Stannic, Chlorate, C.P., oz	25
" Chloride, oz.	40
Stannic, Sulphate, oz	40
Starch, Iodized, oz.	30
" Powd., lb.	8
Stearine, lb.	30
Stovaine, 25 gram. pckg., ea	1 25
Strontia, Acetate, oz	30
" Bromide, oz.	10
" Carbonate, oz.	15
" Chlorate, oz.	20
" Chloride, oz.	10
" Iodide, oz.	35
" Lactate, oz	15
" Muriate, oz.	5
" Nitrate, lb.	20
" " Dry, lb.	25
" Oxalate, oz.	10
" Oxide Caustic Cryst., pure, oz.	10
" Phosphate, oz.	20
" Salicylate, oz.	20
" Sulphide, oz.	15
Stropanthin, oz.	2 00
Strychnine, oz.	75
" Acetate, oz.	2 00
" Arsenate, oz.	2 00
" Arsenite, oz.	2 00
" Citrate, oz.	2 55
" Glycerophosphate, oz.	3 20
" Hydrobromate, ⅛ oz. for	35
" Hydrochlorate, ⅛ oz. for	15
" Hypophos., ⅛ oz. for	40
" Nitrate, ⅛ oz. for	25
" Phosphate, ⅛ oz. for	20
" Salicylate, ⅛ oz. for	25
" Sulphate, oz.	75
" Valerianate, ⅛ oz. for	75
Stypticin, 15 grain bot., ea	40
" Tablets, box, ea	35
Styptol Tablets, tubes of 20, ea	45
Styrone, Liq., oz.	1 50
Succus Conium, lb.	75
" Tarax, oz.	10
Sucrol, oz.	1 25
Sulfonal, oz. (Mercaptol)	20
Sulphaminol, oz.	2 00
Sulphur, Chloride, oz	20
" Iodide, oz.	45
" Precipitated, lb., pure	25
" " Opt., lb.	20
" Powdered, lb.	3
" Sublimed, lb.	4
" " Extra, lb.	4½
Sulphur Roll, lb.	$ 0 03
" Vivum, lb.	6
Symphoral, 25 grammes for	2 50
Tamarinds, lb.	10
Tannalbin, oz.	50
Tannigen, oz.	85
Tannoform, oz.	40
Tannopine, oz.	80
Tar, Barbadoes, lb.	12
" Stockholm, lb.	15
Tartarux Borascatus, oz.	20
Terebene, oz.	12
Terpin, Hydrate, oz.	10
" Peroxide, oz.	1 00
Terpinol, Liquid, oz.	40
Tetrarthyl, Ammonium Hydroxide ⅛ oz. for	1 50
Tetronal, 25 grammes for	3 50

Thalline, Tartrate, oz.	3 25
Thallium Sulphate, ⅛ oz., ea.	60
Theine, oz.	70
Theobromine, oz.	1 25
" Salicylate, oz.	15
" and Soda Salicylate, oz.	70
Theocine, Soda Acetate, oz.	3 00
Thermodin, 25 grammes for	2 00
Thermol, oz.	1 00
Thiocarbamide, oz.	1 00
Thiocin, oz.	3 60
Thiocol, oz.	1 40
Thioform, oz.	75
Thiol, oz.	40
Thiosinamine, oz.	90
Thorium, Nitrate, oz.	50
Thymol, oz.	30
Thyraden, 25 grammes for	1 30
Thyroidine, oz.	1 25
Thyriodin, 25 grammes for	1 25
Tin, Metal Sticks, oz.	15
" Granulates, lb.	1 20
" Mono Sulphide, oz.	25
" Powder, Fine, oz.	20
" Rasped, oz.	12
Titanum, oz.	75
Toluene, lb.	70
Tow, lb.	30
" Carbolated, lb.	40
" Styptic, lb.	35
Tribromphenol, oz.	1 60
" Bismuth, oz.	65
Triethylate, oz.	60
Triferrin, oz.	1 20
Trikresol, oz.	15
Trimethylamine, oz.	55
Trional, oz.	1 20
Triphenin, oz.	$ 0 65
Tropacocaine, 5 grains for	20
Trumaticin, oz.	20
Tumenol, 25 grammes for	55
Turpentine, China, oz.	40
" Venice, lb.	12
Unguentum, Crede, oz.	1 20
Uranium, Acetate, oz.	1 00
" and Ammon. Fluoride, oz.	1 50
" Chloride, oz.	60
" Iodide, oz.	75
" Nitrate, oz.	60
" Oxide, oz., Blk.	60

Uranium Sulphate, oz.	60
" Sulphocarbolate, lb.	80
Urea Crystals, Pure, oz.	30
" Nitrate, oz.	45
Urecidin, oz.	60
Urethane, oz.	50
Urotropin, Schering's, oz.	80
Valerianate, Merck's, ⅛ths	5 30
Validol, 25 grammes, ea	1 55
Vanilline, oz.	90
Veratria, Pure, ⅛th, oz. for	40
Verdigris, balls, lb.	20
" Pulverized, lb.	30
Veronal, oz.	1 85
" Tablets, tubes of 10 ea	70
Vinegar, Cantharides, lb.	60
" Squills, lb.	10
Water, Anise, lb.	10
" Camphor, lb.	10
" Cherry Laurel, lb.	25
" Chlorine, lb.	10
" Cinnamon, lb.	8
" Dill, lb.	10
" Distilled, gall.	15
" Elderflower, lb.	30
" Fennel, lb.	10
" Lime, pt.	7
" Orange Flower, lb.	25
" Peppermint, lb.	20
" Rose, lb.	25
Wax, Bayberry, lb.	35
" Brazil or Carnauba, lb.	70
" Ceracine, lb.	30
" Japan, lb.	20
" Paraffin, Sterilized, 25 gram packages, ea.	65
" Parafine, lb.	20
" White, No. 1, lb.	70
" " No. 2, lb.	50
" Yellow (Beeswax) lb.	45
Wine, Aloes B.P., lb.	60
" Antimony, lb.	35
" Colchici. Rad., lb.	50
" " Sem., lb.	50
" Ergot, lb.	50
" Ipecac, lb.	60
" Iron, lb.	40
" " Citrate, lb.	50
" Opium, lb.	90
" Orange, lb.	25

Xylol, oz.	10
Yohimbine, Cryst. (3 grn. tubes)ea	1 50
" Tablets, (tubes of 10) ea.	90
Zinc, Acetate, pure, oz.	5
" Benzoate, oz.	25
" Bromide, oz.	20
" Carbolate, oz.	40
" Carbonate, lb.	30
" " Precip., oz.	10
" Chlorate, fused, oz.	15
" Chloride, fused, oz.	15
" " Granul., oz.	15
" Cyanide, oz.	25
" Ferrocyanide, oz.	15
" Foil, oz.	20
" Granulated, lb.	15
" " free from Arsenic, oz.	6
" Hypophosphite, oz.	65
" Iodide, oz.	60
" Lactate, oz.	20
" Metal, pure, oz.	10
" Nitrate, pure, oz.	15
" Oleate, oz.	5
" Oxide, lb.	50
" " Pure, lb.	20
" " Hubbuck's, lb.	60
" " Dry process, lb.	30
" " Wet process, lb.	75
" Permanganate, oz.	50
" Phosphate, oz.	15
" Phosphide, oz.	25
" Salicylate, oz.	30
" Stearate, oz.	20
" " Comp., oz.	50
" " with Aristol, oz.	3 00
" " with Ichthyol, oz.	80
" Sulphate, pure, lb.	15
" " C.P., Cryst., lb.	20
" " C.P., Gran., lb.	25
" " C.P., Dried, lb.	50
" Sulphide, pure, oz.	25
" Sulphite, oz.	25
" Sulphocarb., oz.	15
" Sulphydrate, oz.	35
" Sulphuratum, oz.	12
" Tannate, oz.	10
" Valerianate, Pulv., oz.	25
" " Cryst., oz.	30

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THE

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GERMANY—
Fredk. Lehfeldt, 2 Lindenstrasse, Berlin, S. W. 68.

Publisher's Notices

THIS NUMBER

in addition to the usual variety of contents contains reports of:

Nova Scotia Pharmaceutical Society, annual meeting.

New Brunswick Pharmaceutical Society, annual meeting.

British Columbia Pharmaceutical Association, annual meeting.

Newfoundland Pharmaceutical Society, inauguration of.

Canadian Pharmaceutical Association. Illustrated description of place of meeting.

Pharmaceutical Association of the Province of Quebec. Full Text of Judgment in Important Suit.

Pharmacy in Great Britain---our monthly letter.

Photographic Notes, Optical Notes, Formulary, etc., etc.

Mr. Thos. Gibbard, having severed his connection with the Canadian Drug Co. of St. John, N.B., Mr. John Russell, jr., has now taken over the management of that company.

PHARMACEUTICAL SOCIETY SUSTAINED.

As will be seen by the full text of the judge's decision given in another place in this issue, the appeal of the Pharmaceutical Association of the Province of Quebec from the judgment of the Superior Court at Ottawa has been decided in favor of the Association, and the executive are to be congratulated upon the success of their efforts in establishing the fact that a company cannot carry on a drug business in the Province of Quebec, but that every drug store must be under the name of its proprietor, who must be registered as a pharmacist or licensed physician.

The judgment, although not giving the plaintiffs the $10,500 asked for in the action taken, which we suppose never was looked for, carried with it a decision which is of paramount importance to pharmacists in the province. Believing that the matter is of very great importance to pharmacists and especially those in the Province of Quebec, we give the judgment in full.

THE HALIFAX CONVENTION.

We again urge our readers, as many of them as possibly can, to attend the annual meeting of the Canadian Pharmaceutical Association to be held in Halifax Sept. 12th and following days. This is a matter not to be passed over casually and looked upon as a mere matter of form or as an outing for those delegates who are appointed by their provincial bodies, but rather as a means of bringing together those who are taking an active interest in pharmaceutical matters and in the general well being of the drug trade; and the mere attendance of delegates does not by any means meet the aim of the organizers of the Association. It is only by taking a personal interest in matters of this kind that actual good can be accomplished, and if the individual neglects his bounden duty to help on the work of the Association, it cannot but have the effect of retarding the usefulness and the power that such a body is capable of wielding.

We trust, therefore, that the forthcoming convention will be largely attended, and the proceedings participated in by druggists from all the provinces, looking to the general welfare of the craft in the Dominion.

THE PACKAGE SELLS THE GOODS.

"Elegant Pharmacy" is recognized as indispensable, not only in appealing to the physician, but also to the patient, and a "mixture" turbid in appearance and otherwise unsightly, which might have passed muster some years ago, would not be tolerated to-day; and as with the contents, so with the wrapper, especially when it is a proprietary or a toilet article.

The attractive appearance of the article goes a long way in making the sale of goods, and it has become quite an art to design and print or lithograph labels and wrappers, which will tend to create in the customer a feeling of admiration and a desire to possess the goods.

More especially does this appeal in the matter of toilet articles, and the "pretty package" appeals very strongly to the feminine taste especially, as it is this purchasing part of the community that this class of goods is designed more especially to reach. As an opinion of the sex, we might quote what Marna More (Mrs. Myrtle Towers Snell) says:

"I came across a cold cream manufacturer the other day. He had a brand new face cream, and he thought all he had to do with it to make it sell was to fill up any old kind of a glass bottle with it, stick a label on and hand it out as fast as called for.

Well, maybe he's right. But I know I objected to the best cold cream I ever used last week because the jar wasn't pretty. And I don't believe I am any more foolish than most women.

Of course there are women who would buy cold cream in a tin dipper if it was good, and didn't cost too much.

But, bless your heart, that kind of a woman wasn't using more than one jar of cold cream in a lifetime. What use is she to the manufacturer?

The kind of woman whose toilet is a joy to her and to everybody who looks at her—the kind of woman that you like to invite out to dinner with you, or have at your side when you meet your friends in the street—that kind of a woman sits in front of her and makes the most of every blessed accessory on it. And she is quite right in wanting to have pretty, dainty little jars and fussiness scattered around in front of her. They're an inspiration. I tell you, the real woman wants good cold cream plus a pretty jar. So the man who has the cold cream for sale will do well to remember that he may be able to cut down his advertising expenses if he bears that point of appeal in mind.

Cold cream is only a type of merchandise. There are a thousand and one things to which the theory of considering the woman behind the pocketbook applies just as truly."

Lots of people pray for gold when they really need soap.

THE EARLY CLOSING BY-LAW IN MONTREAL.

The recently enacted by-laws of the Montreal city council have been so interpreted by the police that about 30 summons have been issued against druggists in that city for the infraction of the laws, and druggists are anxious to find out exactly what the law means in regard to their calling.

Mr. J. E. Tremble, president of the Pharmaceutical Association of the Province of Quebec, in an interview with a representative of the daily press, says:

"We have been prosecuted on a charge of 'pursuing a business for gain on the Sunday.' What this means exactly we do not understand. Under that category we might just as well be prosecuted for filling a doctor's prescription on Sunday, as no one imagines, surely, that we are in business for amusement alone. The law does not state what articles we may sell on the prohibited occasions and we want to know exactly what these are so that we may no longer suffer from the arbitrary action of the police as we have in the past. We want to observe the law, but we do not know what it means. There are so many inconsistencies in it that an intelligent interpretation is difficult. It appears that a druggist may not sell cigars during certain hours, but his neighbor, who keeps a cigar store, may."

A meeting of druggists was held on the 22nd inst. at which it was decided to take the matter before the legislative committee of the city council so as to ascertain what measures could be adopted to be free from the annoying treatment which they have received for months past at the hands of the police. Many of the druggists say they will close their stores altogether on Wednesday and Thursday evenings and on Sundays unless some present change from the present conditions is made. But it was decided to keep open as usual until the matter was finally settled, so that the public might not suffer any inconvenience.

We understand that a conference between the retail druggists and the Lord's Day Alliance will be arranged at an early date, when the Sunday aspect of the case will be considered.

RESTRICTING THE INDISCRIMINATE SALE OF POISONS.

The Pharmaceutical Society of Quebec, through its officers in Montreal, are taking measures to prosecute several persons who are suspected of supplying people who are handling cocaine on the streets, the increasing number of consumers having been brought to the attention of the police.

The plan of these pedlars is to wrap up the cocaine in small packages and sell them at 10c. to 25c. each. The authorities are doing all in their power to try to stop this illegal sale of drugs.

Howards' Tablets

Quinine Salts
Lithia
Bismuth Salts
Bismuth & Soda
Calomel
Calomel & Soda
Ferri Carb Sacch
Ferri et Ammon Cit

Accurate Dose

Elegant Finish

Packed or Bulk

Made only of HOWARDS' PURE CHEMICALS

Soda Mints
(Made with Howards' Soda Bicarb, and consequently the most palatable in the world.)
Sublimate Mixture
Blue
Bromides
Iodides
Sodii Bicarb
Sodii Citras
Hyde Creta

C. F. BOEHRINGER & SOEHNE
MANNHEIM, WALDHOF
MANUFACTURERS OF

"B & S" BRAND **COCAINE** "B & S" BRAND

Sulphate of Quinine and all other Cinchona Preparations; Ferratine, Lactophenine, Theophylline, Atropine; also of Acetanilid, Caffeine, Chloral-Hydrate, Codeine and its Salts, Cumarin, Gallic Acid, Glycerine, Phenacetin, Pyrogallic Acid, Resorcin, Strychnine, Terpin, Hydrate, Etc.

OUR REPRESENTATIVES FOR THE DOMINION OF CANADA

MESSRS. B. & S. H. THOMPSON & CO., LIMITED, MONTREAL

It Doesn't Pay

To buy poor drugs.
To dispense poor Chemicals.
To make anything do because it is cheap.
To beat down prices and take chances on beating down quality with it.
To have your poorest clerks wait on your best customers.
To encourage the sale of preparations about which you know nothing.
To lose your identity with your trade by pushing preparations bearing a name other than your own.
To be timid in recommending your own preparations when you ought to be definitely positive.
To overlook the fact that there are very many preparations that we can manufacture advantageously for you.
See Our Samples.

THE TORONTO PHARMACAL COMPANY, LIMITED
TORONTO - - MONTREAL - - WINNIPEG.

Retailers Attention !

Stock
CÆMENTIUM
Regd.

"Sticks Everything, but is Not Sticky"

Absolutely insoluble Cement. It is not only new—it is unique. It will repair everything from a cup or saucer to a motor-car exhaust pipe. In the case of china or pottery, it not only repairs but replaces missing parts. CÆMENTIUM is not affected by either water or heat. Should be stocked by al retailers. It is not a fish glue.

STOCKED BY

All branches National Drug & Chemical Co.
Lyman Bros. & Co., Limited

DILLONS LIMITED
455 St. Paul St. - Montreal
SOLE AGENTS FOR CANADA

COWAN'S
LIQ. AMMON. FORT.
PURE

Agreeing Fully with all the Requirements of the B. P.

See that every Winchester carries our Signature—
JOHN COWAN COMPANY, LIMITED

GLYCERINE, C.P., in cans and drums
BORIC. ACID, Merck and English
CARB. AMMON. 5 lb. and 10 lb. cans, kegs and casks
CHLOR. AMMON., kegs and casks

JOHN COWAN COMPANY, Limited
3 DALHOUSIE STREET
MONTREAL

Cash with Order

LOOK HERE, Mr. DRUGGIST! YOUR OPPORTUNITY

We have in stock some forty dozen CLINICAL THERMOMETERS, the "Qualitair" Line. No better made. GUARANTEED against everything except breakage. Specially well made, tested and seasoned.

The stock is assorted, ½, 1 and 2 minute. While they last we will give them away at the following prices:

2 min. regular $ 5.00, to clear **$3.10**
1 " " 7.50, " **3.85**
½ " " 10.00, " **6.50**

THIS IS THE BEST OPPORTUNITY to purchase Clinicals you ever had. It will pay you to send your order at once.

HIGH GRADE CLINICALS AT LOW GRADE PRICES.

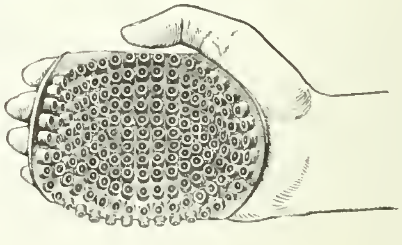
Cash must accompany orders. No discount.

Any rubber goods required we will be pleased to send, charges paid.

Address all Orders and Communications to the

HIGGINBOTHAM RUBBER GOODS CO.
MILTON, ONTARIO.

Dunlop Beauty Brush:



The trade will find this the best seller among all the toilet articles in its class. Made of fine soft rubber with vacuum cups and inner pencils, or articulators.

Write for prices and our catalog of Druggists' Tubing and Rubber Sundries

DUNLOP TIRE and RUBBER GOODS CO.
LIMITED

Toronto, Montreal, Winnipeg, Vancouver
Victoria Calgary St. John, N.B.

N. F. PHARMACEUTICAL ASSOCIATION.

The Royal Gazette of Newfoundland, in its issue of July 26th, contains the following announcement: "The Governor-in-Council has been pleased to appoint Messrs. T. McNeil, St. John's; A. N. Kennedy, St. John's; J. R. Curtin, St. John's; H. C. Miller, St. John's; Peter O'Mara, St. John's; E. B. Thompson, Harbor Grace; Geo. Brocklehurst, Carbonear; Jos. Cantwell, Brigus, to the Newfoundland Pharmacy Board under the provision of Section 1 of the Pharmacy Act, 1910."

Mr. James Channings is also a member of the executive board, but through inadvertence was omitted from the above list.

The 1st president of the newly formed Pharmaceutical Society of Newfoundland was Mr. T. M. McNeil, of St. John's, and he is the proprietor of the drug business known under the firm name of T. McMurdo & Co. in that city.

Mr. McNeil is the eldest son of the late Mr. John McNeil, who succeeded to the business of T. McMurdo & Co. on the death of his father-in-law in 1843. Mr. McNeil is an ardent pharmacist and has endeavored for some time to secure the formation of a society such as he is now the president of, thus realizing the ambitions of his father before him who was desirous of obtaining a legal recognition for pharmacy in the ancient colony.

MONTREAL NOTES.

Twenty-one cases against Montreal druggists for "pursuing a business for gain on Sunday" were tried before Recorder Dupuis. Most of the defendants appearing in court and pleading guilty to the charge were fined $1.00 each. The other cases are still standing, and it is likely they will end in a similar manner.

It is understood that no appeal will be made against the decision of the Recorder, but the druggists are anxious to have the present law altered so that they may have more freedom than as it stands now.

The actions were taken under the early closing by-law and the Sunday Observance Act, and it would appear that the police authorities are doing their best to make cases against druggists. As for instance, Mr. J. J. Weinfield was fined $1.00 and costs on the charge of selling a tooth-brush after 7 p.m. on a Wednesday evening, when all stores are supposed to be closed, and nothing is to be sold in the drug store except drugs or surgical instruments. The law evidently does not regard the tooth-brush as a surgical instrument.

A protest has been made to the Mayor, and at an interview the druggists presented their case to him, and the Mayor expressed surprise when he heard of the treatment to which they had been subjected. Naturally all the druggists of the city feel the injustice of the course taken as they are not willing law-breakers, but are seeking to serve the public in the case of necessity.

In this connection it is interesting to notice that the question of the hours of the clerks in the drug stores has nothing whatever to do with the early closing, as they expressed themselves quite satisfied with their position, each one having two afternoon and nights off during each week.

PHARMACEUTICAL ASSOCIATION OF THE PROVINCE OF QUEBEC.

At the regular meeting of the council of this Association, held on the 6th inst., the officers for 1910-11 were elected as follows:

President—J. E. Tremble (re-elected).

1st Vice-President—A. J. Laurence.

2nd Vice-President—W. P. LaRoche.

Treasurer—Chas. E. Scarff (re-elected).

Memebrs of the Council—W. H. Chapman, Jos. Contant, J. E. W. Lecours, M. Albert, O. H. Tansey, Alfr. L. Jolicoeur, E. C. Fraser and J. A. D. Godbout.

Secretary-Registrar—S. Lachance.

The preliminary examinations were held the next day, the 7th inst., when twenty candidates presented themselves and the following names are those that have been admitted: Wilbrod Fafard, Miss Aldina Fontaine, Isidore Getz, Alph. Lecavalier, T. E. Berard, Lionel O. Joubert, Elias Rivet, Odilon Brochu, Adelard Beauregard, Elie Labelle, William Loebel and Wilfrid Leger.

The examiners were Professors J. O. Cassegrain, of the J. C. Normal School, and Isaac Gammell, of the High School, Montreal, with A. J. Laurence as general supervisor, and Victor Giroux, supervisor for Quebec and vicinity.

The next preliminary examination will take place on the 6th of October, 1910.

PHARMACY MAINLY A TRADE.

The drug business of to-day is as much a trade as a profession: it is both: and fully 50 per cent. if not more of its interests are purely commercial.

The retailer is the foundation of the whole structure. Upon him is reared everything else—wholesaler, manufacturer, investigator. His interests are paramount. His welfare should receive our first and our most hearty consideration.

Pharmacy is to-day faced by a condition and not a theory. So far as we are idealists we may keep our eyes fastened on the theory only, but so far as we are practical men looking for the achievement of attainable ends, we must recognize conditions as they exist and make the most of them.

The pharmacist of this generation is absolutely compelled to put in side line after side line in order to make a living. He finds it necessary to practice modern business methods if he would successfully hold his own in the fierce competition of the time. These are facts, and it is worse than folly to blink them. If the retailer would succeed in his calling it is more important that he should be a good business man than that he should be a thoroughly trained pharmacist. Don't let us put the cart before the horse. We shall not travel at a very rapid pace with the natural order of things reversed.

The Emphasis on Business Methods.

The average druggist of to-day is not enough of a business man. Either consciously or unconsciously he clings to the tradition that he is a professional man who does not need to be schooled in business methods, and I am sorry to say that both the A. Ph. A. and the colleges have not only done little or nothing to dispel this illusion, but for the most part have fostered and perpetuated it. The future will see a change. It is bound to see it. Competition is growing steadily keener in all branches of trade and in every profession. Druggists are no exception to the rule. If they are to hold their heads above water, if they are to survive and succeed, they must be better and ever better business men and merchants. No truth is clearer to me than this, and it has been forced home after a close observation of the drug business as conducted in most of the leading cities of the country.

The druggist of the future must abandon the loose business methods which have satisfied him in the past.

He must know how to practice business economics.

He must avail himself of his cash discounts.

He must watch his book accounts with creditors.

He must make prompt collections.

He must prevent the accumulation of dead stock.

He must so manage and conduct his business as to get the most out of it in every detail.

He must understand the laws of trade and the peculiarities of the purchasing public.

He must buy wisely, sell aggressively, and advertise skilfully.

He must take annual inventories.

He must know his percentage of expense.

He must understand his percentage of profit.

And he must realize whether a given transaction yields him returns or causes him an actual loss.

The large and successful druggists, the men who have built up profitable establishments, know and understand these things thoroughly, and if the average man expects to hold his own in competition againt them must practice their methods and take several leaves out of their book of experience.—Harry B. Mason, at the Los Angeles Meeting, A. Ph. A.

An advertisement is going to have its own way, regardless of what you think about it.

PRESERVATION OF ETHER.

The loss caused by the evaporation of ether from unsealed containers during warm weather and in shops that are kept very warm during the winter can be prevented by the following contrivance: Fill the container nearly full of ether and then pour in sufficient glycerin to bring the surface of the ether nearly to the bottom of the stopper. Insert the latter carefully, and with a piece of twine of sufficient length suspend the bottle neck downward from a nail or other support, letting the cord pass over the stopper and take a turn around the body of the bottle from each side, so that it will hang perpendicularly and safe. The glycerin being the heavier of the two liquids, falls down and fills the neck of the bottle, sealing the latter hermetically. When required for use the bootle need only be inverted again, and the glycerin dropping to the bottom allows the ether to be poured out, if care be used, almost to the last drop. The neck of the container should be carefully wiped before pouring. Of course, this device can be used for other liquids that are immiscible with glycerin, such as benzol, etc.

A PRESCRIPTION RECORD.

Use loose leaf method ruled as a time or roll book. In the wide column and from the top down the page will be entered the name of the person for whom the prescription has been filled; across the top of the page have printed the names of the physicians of your city. When a prescription is filled, enter the name of customer and in the column of the prescribing physician enter number of prescription. The prescription itself ought to contain all other information. A number of blank columns should be set aside for occasional or out-of-town prescribers. One leaf is made use of each each day, though where business is comparatively small several days could be recorded on a page. If your customer comes in for a refill, the date makes the finding of the prescription an easy matter; if you know the physician, looking down his column for several days will find it. If you desire to compliment or urge the physician to send more prescriptions ,adding up the columns each day gives you the desired information. It also gives you the daily increase or decrease. This method is far simpler than many complicated prescription records, and with the prescription should give all desired information.—Southern Phar. Jl.

LIQUIFYING PHENOL.

A contributor to Pharmazeutische Zeitung recommends the use of alcohol for liquifying phenol instead of water, in the proportion of 1 part of alcohol to 5 parts of phenol. Such a preparation, it is said, does not freeze, is more convenient for mixing with fatty and essential oils and does not turn red even on prolonged standing.

Odol yields Two Profits

that which is derived from it direct and that which arises from the sales of other articles to the customers it brings.

There is an assured profit to those who handle Odol because the direct business always comes to the store where it is offered for sale, bringing other business with it. Those who come for it once will come again, because it is sure to give them satisfaction. It will do all that is claimed for it, and more. And these are the best selling qualities.

Odol is stocked by all Wholesalers.

Apply for Prices and Particulars for direct supply to:—

ODOL CHEMICAL WORKS

59-63 Park St., LONDON, S. E.

Odol is used
by Chemists
themselves

---

7 Years of the Miles Plan

Has made the Retail Druggists Hundreds of Thousands of Dollars in Profits.

Do You Want Your Share?

Price Protection

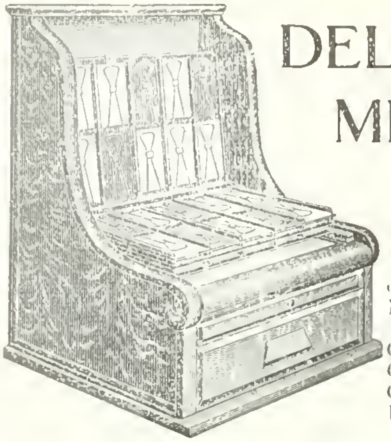
Is after all the only live issue—the one that gives point to the Druggists' motto:

"Live and Let Live"

The co-operation of the Druggist is especially due to those who help him.

The Dr. Miles Medical Co.

TORONTO



DELAY
MEANS
LOSS

• Every day you delay installing THE McCASKEY ONE WRITING SYSTEM OF HANDLING CREDIT ACCOUNTS YOU ARE LOSING MONEY.

• These are some of the ways in which the money is lost without your knowledge: Forgotten charges—goods sold—never charged — Disputes with customers—loss of trade. Poor collections loss of discounts.—Loss of accounts THE McCASKEY IS AN AUTOMATIC CREDIT LIMIT. And in a hundred other ways.

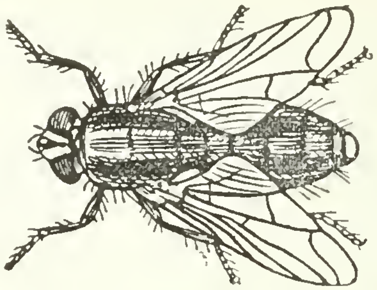
• Let us tell you about them, we'll do so gladly if you will drop us a line and say you are interested.

First and Still the Best

Made in Canada

DOMINION REGISTER CO., Limited

96 to 104 Spadina Ave. Toronto, Can.



Once More

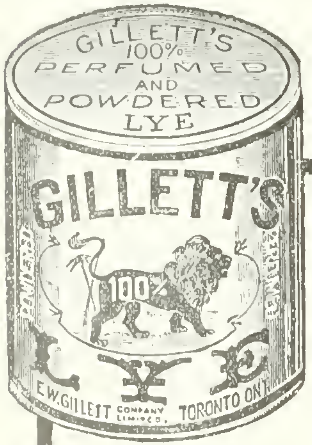
The Sale of

WILSON'S

FLY PADS

Is showing a large increase
over that of any previous year

Why Is It?



SATISFACTION

in the highest sense, to you as a druggist and to your customers, is obtained when you sell

GILLETT'S CAUSTIC SODA,
GILLETT'S LYE,
GILLETT'S CREAM TARTAR, Etc.

If your wholesale house will not supply you at List prices, send order to us, and we will ship goods direct.

Awarded Gold Medal Toronto Exposition.

E.W.GILLETT
COMPANY LIMITED
WINNIPEG TORONTO, ONT MONTREAL

The Name

Queen City

on a piece of Rubber Goods or on the package means something. It is

Our Guarantee

that the article is well made, of the best material has been thoroughly tested and will give perfect satisfaction if properly used.

DIXON-WILSON, Limited.

66 Spadina Avenue - . TORONTO, ONT

THE GREAT ENGLISH REMEDY

ALWAYS CURE **BLAIR'S GOUT PILLS** NEVER FAIL

For GOUT, RHEUMATISM, SCIATICA, LUMBAGO, and NEURALGIA

The Excruciating Pain is quickly relieved, and cured in a few days by these celebrated Pills. Sure, safe and effectual. Sold by all Chemists and Stores at 40c. and $1.00.

Canadian Agents: LYMANS Limited, Montreal

PHARMACY IN GREAT BRITAIN

Doctors and Dispensing: Should Chemists Prescribe?—Acceptance of Colonial Diplomas—Seedsmen and the Sale of Poison—Ira Remsen Entertained—Drugs and Chemicals.

Medical dispensing and prescribing by chemists has been the subject of an important gathering between representatives of the British Medical Association and the British Pharmaceutical Conference. The meeting took place at the offices of the Medical Association and the chair was taken by the president of that body (Mr. Edmund Owen). A cordial spirit prevailed throughout the meeting, the points discussed including the following: Medical dispensing, its extent; whether it should be transferred to pharmacists; and, if so, how the transfer could be adopted. The nature and extent of prescribing by unqualified persons and the means by which it may be prevented; the possibility of co-operation in action concerning the sale of dangerous, secret, or useless nostrums. The question was considered of the expediency of forming a joint committee composed of members of the Medical Association and of the Pharmaceutical Conference to collect data and to promote the realization of aims found to be held in common by both bodies. The meeting was unanimously in favor of such a committee being formed. Pharmacists are now awaiting further developments in this matter.

* * *

The question of the recognition of British certificates by pharmacy boards in distant parts of the Empire and the acceptance of Colonial diplomas by the English authority in lieu of examination has again been revived. As considerable uncertainty appears to exist in the minds of many pharmacists in connection with this subject, it may be well to repeat the statement which you published after the passing of the British Poisons and Pharmacy Act, 1908, namely, that, acting under the powers conferred on it by that measure, the Pharmaceutical Society of Great Britain can now draw up by-laws providing for the acceptance by the Society of certain colonial diplomas enabling the holders to practice pharmacy in this country without re-examination. Up to the present time these by-laws have not made their appearance, although I believe that they are under consideration. This is the position as far as Great Britain is concerned. But I understand that the British Columbia Pharmaceutical Association has refused to accept the English qualification in lieu of examination on the ground that the certificate is issued by a body which does not recognize theirs. The attitude taken by the B. C. authority is perhaps a natural one, on first looking at the facts, but your readers may rest assured that the British authorities are really desirous of settling this question of reciprocity to the mutual satisfaction of the various boards of pharmacy concerned. It is only a matter of time.

• • •

The law department of the Pharmaceutical Society is having a very busy time at present. For several months you have recorded particulars of numerous cases under the Pharmacy Acts. During the last few weeks two other cases have been heard which decide important questions. The issue in each may be briefly stated. In accordance with the provisions of Section 2 of the 1908 Pharmacy Act, local authorities throughout the United Kingdom have granted a number of licenses to seedsmen and florists to enable them to sell certain poisonous substances used in agriculture and horticulture. It is important to note that these licenses have been granted to individuals and not to firms or limited companies as such. In actual operation is was found that the poisonous substances were being sold by the unlicensed assistants of the seedsman or florist holding a license. The Pharmaceutical Society, which is the authority appointed by Parliament to see that the Pharmacy Acts are enforced, took several test cases in the courts and to the surprise of the seedsmen, judgment was given in favor of the Society. The meaning of this verdict is that only the actual holder of the license can sell poisons, which from the pharmaceutical point of view is a decided advantage, inasmuch as chemists have for years stocked these articles.

* * *

Professor Ira Remsen, of the John Hopkins University, Baltimore, who presided over the annual meeting of the Society of Chemical industry, held in Glasgow on July 6, has been entertained to a complimentary dinner by the London section of the Society. The company numbered about 200 and the chair was taken by Dr. Lewkowitsch, among those present being many well known scientists in London, and also Professor Leo. F. Guttmann, Ph.D., of Kingston, Canada. The health of the president was submitted by the chairman in a happy speech. He mentioned that the Society had had three American presidents—ten years ago Professor Chandler, five years later Dr. Nicholls, and now Professor Remsen. The president, in responding, gave an interesting account of the progress of higher education in America.

* * *

Chemists and jury service has been the subject of attention in Parliament as the result of an amending

Juries' Bill being introduced in the House of Commons. In England, pharmaceutical chemists are exempted from service as jurymen, and it is now proposed to extend the privilege to all chemists and druggists in Great Britain. Mr. R. Winfrey, M.P., who is a pharmacist, is taking up the cause of chemists.

* * *

The handsome legacy of £2,000 has been left to the general funds of the Pharmaceutical Society by the late Mr. Carteighe, whose death was reported last month. It has also been announced that Mr. Carteighe was the anonymous donor who promised to provide the money for extending additions and alterations to the School of Pharmacy, of which he was an old student.

* * *

At the time of writing (July 8), chief interest in the drug and chemical markets centres in opium. The abnormal heavy crop which was expected earlier in the season was not up to anticipation but, nevertheless, it is estimated that the crop will be large. Already the price of druggists' opium has delivered about 2/- per lb., and buyers are still holding off in expectation of a further reduction. Consequent upon the decline in the price of opium, morphine has dropped 6d. per lb., but up to the present makers of codeine have not announced any alteration in their prices, although some announcement to this effect is expected shortly. A city friend informs me that generally speaking the market during the month has been extremely dull and price alterations have not been numerous. The cod-fishing at Finmarker has been a considerable improvement on the rest or Norway, and despite the fact that the yield is materially less than last year, it is by no means so small as had been anticipated. The price is gradually settling down to a level which is reasonably justified by supply, quotations ranging from about 100/- per gallon. Buchu leaves continue to fetch extremely high prices, and at the moment there seems to be no prospect of diminution of value, as very few bales are coming forward from the Cape. Ipecacuanha has declined in value very slowly in spite of the absence of demand; it would not be difficult to buy Mattogrosso below 8/- per lb., whereas carthenogo is worth about 5/- per lb. Santonin has been twice advanced in price since I last wrote and a further advance is expected as the Russo-Turkestan syndicate has got complete control of the market again, and I hear that it would not be surprising if before long as high a figure as 50/- per lb. is reached. Famine prices are still being maintained for fine quality gum asafoetida, mainly owing, of course, to the stringent requirements of the United States customs.'

A dead-beat isn't as dead as he ought to be.

NOVA SCOTIA PHARMACEUTICAL SOCIETY.

Owing to the convention of the C. Ph. A. being held here in September, no particular inducements were offered to attend the annual meeting, June 28th, consequently the number present was small. Nevertheless the business of the Society received careful attention.

Membership is exactly the same as last year, that is 145. The finances show a surplus for the year, but anticipated expenditures will counterbalance it before next year's dues are received. The fee, which is payable before December 31st, remains as in the past year, four dollars.

The board of examiners reported seven clerks granted preliminary certificates during the year and two having qualified for registration.

The Society, after discussing the proposition of a School of Pharmacy, unanimously passed the following resolution: "That this Society, recognizing the need for better instruction of drug clerks in this province, recommend that the Council take into consideration the advisability of having the classes in pharmacy conducted in Halifax during the past two years, permanently continued, and authorize them to do so, beginning this fall, if possible.

The Council subsequently appointed the following committee to take steps in the matter: Messrs. Fuller, Kinley, Power and Burbidge.

The most important matter under consideration was the convention of the Canadian Pharmaceutical Association, which will be held in Halifax, September 12th and following days. The Society appointed a special committee consisting of the Halifax members of the Council with F. C. Simpson and Mr. L. J. Mylius to look after all local arrangements.

Officers and Council were elected as follows:

President—R. C. Fuller, Amherst.

Vice-President—J. J. Kinley, Lunenburg.

Secretary-Registrar—G. A. Burbidge, Halifax.

Treasurer—A. J. Crease, Amherst.

Council—J. J. Turnbull, Sydney; E. T. Power, Halifax; C. E. Huggins, Halifax; G. C. McDougall, Kentville; C. A. Mumford, Halifax; L. C. Gardiner, Yarmouth; A. A. Thompson, Halifax; E. M. McLeod, Halifax.

CHANGE IN BUSINESS.

Mr. Harry Southcott has disposed of his drug business at 99 St. Paul St., St. Catharines, Ont., to two of his former employees, Messrs. Edward Potter, who was sixteen years in Mr. Southcott's employment, and Mr. Abbott Shaw, for six years.

The firm name will be Potter and Shaw. Mr. Southcott retires after twenty-two years in the drug trade.

Very few people get rich off their friends.

Special Export House for **OLIVE OILS** of the Provence and of Italy

Registered Trade Mark LA MARIE LAURE

Ancient firm, CH. SABATIER & CIE, Established 1876.
Successor, CH. **BENABEN** at Salon, France.

The firm guarantees their oils absolutely pure and furnishes a certificate of the Laboratory for each shipment

Sole Agent for Canada ***THOMAS REID*** 9 St. Nicholas St., MONTREAL.

H. Boker & Co's "RADIUM"

The "RADIUM" is an honest razor, a man's razor and as perfect a razor as human skill can produce. Every blade is hand made from the very best razor steel, tempered by our own process. Perfectly ground, honed and set ready for use. Every razor guaranteed.

For Sale by All Leading Wholesale Houses

THE **THERMOS** BOTTLE

Keeps Hot
Keeps Cold

Now Made in Canada

New Catalogue
Send for one to-day

Shows better profits for retailers. Every Bottle guaranteed to do what we claim.

Canadian Thermos Bottle Co., . Toronto

TANGLEFOOT

THE ORIGINAL FLY PAPER

For 25 years the Standard in Quality

ALL OTHERS ARE IMITATIONS.

NA-DRU-CO

We are handing out our money---

Are You Getting Your Share?

There is more money being spent in the advertising of NA-DRU-CO Goods, than on any other line of Medicines and Toilet Articles in Canada.

Right Now - - -

NA-DRU-CO Tooth Paste

is the best advertised Tooth Preparation in Canada. Take advantage of the opportunity we are making for you. Recommend NA-DRU-CO Tooth Paste and NA-DRU-CO Goods to your customers. You will find that they respond quickly to your suggestion, because they are being taught by our advertising that all NA-DRU-CO Goods are reliable, and that they get their money back if not satisfied.

One Druggist writes—"Last Saturday night I sold thirteen tubes of NA-DRU-CO Tooth Paste between supper and closing time."

The goods cost him	$1.20
He sold them for	3.25
Profit	2.05

This man knows a good thing when he sees it.

You "get busy" and get a piece of it.

Remember that little thing about "opportunity?"

Do it right NOW.

Price per doz. $1.50; 3 doz., $4.00; 6 doz., $7.50; per gross $14.00.

WINDOW DISPLAY for the asking.

NA-DRU-CO

TORONTO - HAMILTON - LONDON

NEW BRUNSWICK PHARMACEUTICAL SOCIETY.

Twenty-sixth Annual Meeting.

In response to an invitation extended by the Fredericton druggist last year, the Society held its 26th annual meeting on June 23rd inst., at Fredericton.

The visiting members arrived about 9 a.m. and the morning was spent in taking in the various points of interest in our beautiful provincial capital, renewing old acquaintances, and introducing the strangers.

At two o'clock the visitors assembled at the Star Line wharf where they were joined by the city druggists, and shortly after embarked in two fine motor boats provided for the occasion, and enjoyed a trip of about six miles up the beautiful Saint John River to "Pine Bluff," where the picturesque camp and beautiful grounds of Mr. W. G. Chestnut had been kindly placed at the disposal of the Society.

President Mahony called the members to order shortly after their arrival, and the Society proceeded to business as shown by the following minutes:

The twenty-sixth annual meeting of the New Brunswick Pharmaceutical Society took place at "Pine Bluff, near Fredericton, June 23rd, at 3.30 p.m., President E. J. Mahony in the chair.

Members present—S. A. R. McDonald, G. Y. Dibblee, J. M. Wiley, A. Staples, A. J. Ryan, C. A. Burchill, C. F. Chestnut, of Fredericton; E. W. Mair, Woodstock; A. W. Coombes, St. Mary's; T. C. Ronald, Hampton; W. R. Rodd, H. H. Woodworth, Sackville; G. M. Fairweather, Sussex; R. E. Coupe, B. A. Hoyt, S. H. Hawker, E. Clinton Brown, G. A. Reicker, J. F. Bardsley, W. Hawker, R. H. Robb, Geo. P. Allen, R. D. Taylor, and E. R. W. Ingraham, St. John.

Owing to the absence of the secretary, Mr. Wade, Mr. Ingraham was appointed secretary pro tem.

Minutes of 1909 meeting were read and confirmed.

Report of council was read as follows:

Report of the Council.

St. John, N.B., June 22nd, 1910.

To the President, Officers and Members of the New Brunswick Pharmaceutical Society, greeting:

Before giving you the business of my report, I would just like to say that through the kindness of the brother druggists of the Celestial City, our annual meeting is being held in that charming locality, and it is to be hoped that all will enjoy themselves from beginning to end.

Your Secretary begs to submit to you the report for the year ending June 20th, 1910. During that time your council has held nine meetings, which were well attended, and all necessary business transacted. During the year two examinations have been held, January and June.

You can readily see by this record that the interest is still alive and candidates are coming from many different parts of the province for examination, and it also shows what kind of stuff our boys are made of, when you consider the chances they have for self-education.

We are still in touch with distant parts of the Empire. During the early part of the year greetings came to this Society from the Pharmaceutical Society of Great Britain, as well as the Pharmacy Board from far-away Queensland, to which a suitable reply was ordered to be sent, and on my own account I added some advertising matter for the city and province.

We also received New Year's greetings from the Ontario College of Pharmacy, which was duly acknowledged.

Our Society is in a good healthy condition, as the Registrar's report will show. By all accounts the Act is being respected, and any grievances which may have arisen have been legally dealt with and settled.

The matter of reciprocity of diplomas is in the same line as the education question, and the former will no doubt be the means of arranging the latter, and time will settle both.

Now, just a word in closing.

The registered druggists are not taking the interest in the Society that they should, and are showing a bad example to the younger ones that are following in the business. We all have an influence, and in our very respectable calling we should make that for good.

With these few remarks I will bring my report to a close.

Yours respectfully,
(Signed) C. F. WADE,
Secretary.

On motion, report of the council was received and ordered to be entered on the minutes.

Report of the Treasurer was read by Mr. Coupe, as follows:

ROBERT E. COUPE, TREASURER,
in account with
N. B. PHARM. SOCIETY.

1909.		
July 12.	Globe, annual meeting printing..	$ 22.00
	C. F. Wade, A. J. Crease, expen's	10.00
Aug. 9.	Maritime Lith Co., diplomas.....	55.00
Oct. 19.	Barnhill, Ewing & Sanford	25.00
	Brown Paper Bag Co., tubes.....	1.95

	W. R. Rodd (exp. Banff).......	50.00
	E. C. Brown (exp. Banff).......	50.00
	C. F. Wade, capita C.P.A.......	51.68
1910.		
Jan. 12.	Roger Hunter, p. cards and p'ntg	2.00
	E. J. Mahony, seals	.50
Feb. 1.	Telegraph, advt.	3.36
	Globe	3.36
	Barnes & Co., book and printing.	9.00
	C. S. Everett, tables	2.70
	Miss Cougle, typewriting	7.31
	G. U. Hay, examiner	10.00
	N. B. Smith, examiner	5.00
	A. D. Johnson, examiner and ex.	16.50
	M. V. Paddock, examiner	12.50
	E. R. W. Ingraham, examiner.......	12.50
June 7.	Standard, advt.	3.36
	Globe, advt.	3.36
11.	E. R. W. Ingraham, examin., $10 Registrar, $50; postage $3.98..	63.98
	Roger Hunter, printing	3.85
	C. S. Everett, hire tables........	2.70
	C. F. Wade, Sec., $50; postage $4.91.	54.91
	M. V. Paddock, exam.	10.00
	Miss Cougle, typist	7.45
	A. D. Johnston, exam. and exp's.	16.50
	G. U. Hay, examiner	10.00
	N. B. Smith, exam. and expenses	18.05
		$ 544.52
	Balance........................	774.12
		$1,318.64
1908.		
Sept. 10.	Interest, Bank N. B. ....$	5.96
Dec. 31.	Interest, Bank N. B............	5.10
1909.		
June 11.	Cash in Bank, N.B.............	819.62
30.	Interest, Bank N. B.	12.84
Dec. 30.	From Registrar, deposited	100.00
31.	Interest, Bank N.B.	10.12
1910.		
Jan. 25.	From Register, depos. Bk. N.B.	150.00
Feb. 8.	" " " "	80.00
Mar. 9.	" " " "	50.00
Jan. 13.	" " " "	82.00
14.	" " " "	3.00
		$1,318.64

ROBERT E. COUPE, Treasurer.

On motion, Treasurer's report was ordered to be received and entered on the minutes.

The Registrar then read his report, as well as the report of the Auditors.

St. John West, N.B., June 21, 1910.

To the President, Officers and Members, New Brunswick Pharmaceutical Society:

Gentlemen,—Your Registrar herewith presents his annual report.

The total number of persons qualified to engage in the drug business in New Brunswick is 167, divided as follows:

Business qualification	27
Diploma	57
Servitude	6
Physicians	19
Diploma holders (not registered)	58
Total..........................	167

It is with much regret that I have to report since our last meeting the death of another of our charter members, Mr. Frank Smith, of St. Stephen, who, it will be remembered was one of those who met with us last year at the twenty-fifth annual meeting of the Society.

It is also with regret that I announce the temporary retirement from the Society on account of ill-health of Mr. P. J. Donohue, who for several years was actively concerned in the business of the Society both as a member of the council and as our treasurer.

Several of our members have, during the past year, decided to try their fortunes in the great Canadian West, notably Mr. W. C. Rudman Allan and Mr. Francis McKay.

Several stores in the province are at present being conducted in violation of the Pharmacy Act, but no formal complaint has come to the Council. Some of those which were so conducted last year have complied with the law.

For the first time in the history of the Society exception was taken during the past year to the decision of the examiners when one of the candidates for examination in June, 1909, applied to the Governor-in-Council for an order to issue him a diploma as provided for in the latter part of Section 4 of the Pharmacy Act, partly basing his claim on the fact that he was qualified by a diploma from a Canadian College of Pharmacy. The Council took up the case and presented a full report on same to the Governor-in-Council who promptly ruled that the decision of the examiners must stand. The candidate who made the objection presented himself for re-examination in January, 1910, passed successfully, and is now conducting a business in the province.

Financially the past year has been a success, the receipts being considerably in advance of any year previous.

The demand for the annual fee met with a more than usually ready response and there are no arrears to date.

The number of applications for examination was also unusually large and shows that a greater interest is being taken in the study of pharmacy than formerly.

The Registrar has, during the past year, in accordance with instructions from the Council, prepared a register showing the standing of all candidates for examination. This will enable him to give members of the Society and others who may require it reliable information as to the standing of clerks and others who may have presented themselves. In this connection, I might say, that I have many inquiries, both from clerks seeking employment and proprietors requiring help, and am always pleased to answer these to the best of my knowledge.

Financial Report.

Cash received—

105 Certificates, at $3.00	$315.00

Waterman's Ideal Fountain Pen

Let Your Hand Be Your Reminder

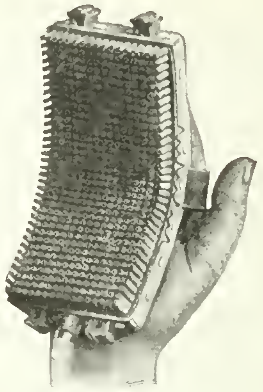
that there are five types of Waterman's Ideal Fountain Pens. Each type is of that uniform high quality which makes the name **Waterman's Ideal** represent success in fountain pen making and selling. With one investment, one maintained price and one stock, backed by one world reputation, one guarantee and one large organization, dealers have the great advantage of supplying the ever-increasing demand for fountain pens. The demand that has grown from the success of our standard pen.

A well assorted stock, well displayed, secures the trade resulting from our extensive advertising

SEND FOR CATALOGUES AND SELLING SUGGESTIONS

L. E. Waterman Company, Limited, Montreal and St. Lambert, P. Q.

Make Big Profits
selling
Knickerbocker Spraybrushes



Knickerbocker Spraybrush No. 2

Like a Dip at the Sea-Shore

A BATH with the **KNICKERBOCKER FOUNTAIN SPRAYBRUSH** is as delightful and beneficial as the vigorous splash at the seashore. Each of the hundreds of tiny rubber tubes or "teeth" is converted into a minute fountain or spray, the moment the water is turned on. Ideal for shower, shampoo and massage. Gives more efficient and altogether satisfactory service than $75.00 overhead showers, at only $2.00, $3.00, $4.00 according to style. Supplies a rich man's bath at a price every man and woman can afford

Your Customers

will buy 3 dozen within 60 days. They sell on sight and those who buy recommend them to all their acquaintances. Every sale will bring three to five or more.

Our Co-operative Plan

forces instant demand. We furnish sales compelling booklets, display cards, and circulars bearing your imprint with the goods. Send us list of best customers and we will mail strongly written letters, postage paid by us, to them requesting that they call at your store and look over your stock. Hundreds of our dealers testify to the effectiveness of this plan.

Absolute Guarantee

Every Spraybrush is absolutely guaranteed—this makes selling easy. Any one who purchases a **KNICKERBOCKER SPRAYBRUSH** may return it if it is found unsatisfactory within 10 days and purchase price will be refunded. We back up every dealer in making this guarantee to his entire trade.

Big Summer Demand

THE leading dealers in every section of the country are reaping a rich harvest of profits selling this popular summer specialty. We are now filling hundreds of *repeat orders* from those who have placed orders within the last 30 days. "Goods all sold--ship double my last order by express"—this is a sample of the way orders are pouring in daily by wire.

Our Extensive Summer Advertising Campaign

Will send a steady stream of purchasers to every store where our bath-room appliances are sold. Here is the effective list of standard publications we are using to bring valuable business to you :

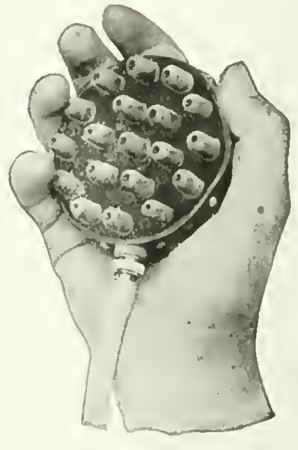
Everybody's
Munsey's
Collier's
Scribner's
Review of Reviews
Saturday Evening Post
Literary Digest
Hampton's
Progress
American

The Best Season

To sell Spraybrushes *is here now.* All during the hot summer months sales will be exceptionally brisk.

An Attractive Window Display

Will quickly sell your first assortment and create a demand for many more. We furnish FREE display cards, illustrated booklets, etc., for advertising—everything needed to make quick sales from the start.



Shampoo Brush No. 7

With rubber ducts to stimulate finger tips. Gives the ideal massage and shampoo.

Best Selling Assortments—50 % Profit

Assortment No. 1—½ doz. Spraybrushes net price $10.75.
Retails $16 00. Your profit $5.25, almost 50%.

Assortment No. 2—1 doz. Spraybrushes, net price $21.08
Retails $32.15 Your profit $11.07—53%.

Assortment No. 3—3 doz. Spraybrushes, net price $60.02
Retails $96.30. Your profit $36.28—59%.

Wholesale Distributors Handling Knickerbocker Spraybrushes

The wholesalers given below can ship any assortment of **KNICKERBOCKER SPRAYBRUSHES** desired immediately upon receipt of your order. They represent the most progressive and reliable class of jobbers in their respective lines in the country. They take no chances either on quality or salability of merchandise. They know—they test and make sure before buying. The fact that they are distributors of **KNICKERBOCKER SPRAYBRUSHES** is a sufficient guarantee to you of the goods. Place an order for an assortment through one of the wholesalers below and it will have prompt and careful attention.

National Drug & Chemical Co.
Lyman's, Limited, Montreal.

Let us send you dealers folder and net price list showing liberal profits to you on complete line.

The Progress Company
210 Monroe Street Chicago, Illinois

10 Diplomas at $5.00	50.00
19 Applications at $5.00	95.00
23 Re-exams. at $1.00	23.00
	$183.00
Cash disbursed—	
Paid Treasurer, per vouchers	$165.00
Paid Royal Gazette	18.00
	$183.00

Respectfully submitted,
E. R. W. INGRAHAM,
Registrar.

On motion, the report of the Registrar and Auditors were ordered to be placed on the minutes.

Auditors' Report.

We, the Auditors appointed by the Society, hereby report that we have carefully examined the books of the Registrar and Treasurer and found them correct.

(Signed) R. HARRY ROBB.
BURPEE E. BROWN,
Auditors.

Matter of certain stores in the province not complying strictly with the requirements of the Pharmacy Act, was brought up and provoked considerable discussion; Messrs. Donald, Brown, W. Hawker and others giving their views.

Subject of physicians abusing the registration privilege was also discussed, and the following motion carried.

"That this meeting recommend to the incoming Council that a committee be appointed to lay before the Medical Council the matter of physicians making improper use of the registration privilege, and ask its help in reforming the abuse."

The president addressed the meeting on the subject of non-attendance of members of council outside of St. John. Mr. W. Hawker also spoke on the subject, and suggested holding the Council meetings in different parts of the province.

The president then called for nominations for Council for the coming year, and appointed T. C. Donald and H. H. Woodworth as scrutineers. On ballot being taken, the following were declared elected:

R. H. Robb
S. A. R. McDonald
A. Staples
C. A. Burchill
A. W. Coombs
E. R. W. Ingraham
E. W. Mair
C. Fred. Chestnut
G. Y. Dibblee
A. J. Ryan
J. M. Wiley
R. T. Mack

The next order of business was the president's address:

President's Address, June 23rd, 1910.

Brothers of the Pharmaceutical Society of New Brunswick,—

At our last annual meeting, you cannot tell with what great pleasure and gratification I heard the representatives or the druggists (that were then present) from the city of Fredericton, extend such a cordial invitation that the next annual meeting be held in their city. I at once felt that such would be accepted, and it was. And to-day we are present and I, speaking for the Saint John druggists, can state that they always appreciate their visits to the city — the city, the seat of Parliament, of learning, etc., etc.; surroundings such as cannot be excelled. I feel confident that every druggist convened here to-day must and will enjoy the pleasure of same.

You are aware that last year was the 25th anniversary of this Society, and it was made and considered, I trust, a banner one, long to be remembered for its unanimity, friendship and for the cordiality displayed. We were greatly pleased and gratified at members present. It must certainly have, or, I might say, ought to have, broken the ice and shown to us all we are a body and each one ought to consider himself a member of same and consequently ought to be deeply and greatly interested and make every effort to attend each annual meeting for the purpose of becoming more acquainted with each other, and also taking more active part in same; trying to advance ideas, etc., etc., that would be to the mutual benefit and interest of this Society. We have held nine meetings. Generally at each meeting important matters had to be considered, and your Council always convened at president's call and dealt with such in a business manner, always impressed with the position they filled, and acted to the best interests of this Society.

I thank the Council for their aid, also for their punctuality; also for their assistance in all and everything that had to be discussed for the benefit of said Society. You have an efficient trio that cannot be surpassed; and last, but not least, your secretary, with whom, naturally, I came in touch with more. I consider his duties increasing. But he willingly and cheerfully attends to them, and for his great interest in and untiring devotion to his work cannot be surpassed, and from these three and with council you shall select, I bespeak for my successor such help and such assistance from same that he shall have the duties of his office made light and pleasant thereby.

(Signed) E. J. MAHONY.

On motion, the president's address was ordered to be entered on the minutes.

At this stage of the proceedings the meeting adjourned for dinner, and after enjoying a substantial repast, the entire group of members and visitors were photographed by Messrs W. Hawker and Rodd.

Mr. McDonald reported having received an invitation from Dr. G. U. Hay, asking the society to hold their next annual meeting at his summer residence at Ingleside. A hearty vote of thanks was ordered to be conveyed to Dr. Hay for his kind invitation.

The question of time and place of next annual meeting was, on motion, left to the Council to decide.

Report of delegates to the C. P. A. was read by Mr. Brown.

Mr. Rodd read a paper on the standing of the pharmacist in the militia, calling attention to the fact that while the surgeon dentist and veterinary rank as officers, the pharmacist is classed with wheelwrights, farriers and mechanics and paid in proportion. It was the feeling of the meeting that the subject was one which should be dealt with by the C. Ph. A. and N. B. delegates recommended to bring the matter up before that body.

The subject of controlling the sale of carbolic acid was brought up by Mr. W. Hawker. Several of the members spoke on the subject, notably Mr. Chestnut, who proposed that Legislation be sought forbidding its sale in a pure state; recommending that a 5 or 10 per cent. solution be sold instead, which solution would answer every reasonable purpose and not be dangerous to handle.

On motion of Mr. Taylor, the Council was recommended to take some action in the matter.

Delegates appointed to attend the next meeting of the C. Ph. A. at Halifax were W. R. Rodd and M. V. Paddock. Alternates, C. F. Chestnut and G. A. Riecker.

It was suggested by Mr. Dibblee that it would be a good thing to found a scholarship at the U. N. B. to be competed for by the sons and daughters of N. B. druggists attending that institution. After some discussion it was admitted, that while the idea was a good one the funds of the Society would not admit of it at present.

Moved by Mr. Ingraham, seconded by Mr. Riecker, "That the hearty thanks of the Society be tendered Mr. Chestnut for his kindness in placing his house and grounds at our disposal."

This motion was carried by a standing vote, as was also a vote of thanks from the visiting members to their Fredericton hosts.

Much regret was expressed at the absence on account of illness of Messrs. Struan Robertson, C. F. Wade and P. J. Donohoe, who for many years past had regularly attended the Society's meetings.

No further business offering, the meeting adjourned.

E. R. W. INGRAHAM,
Acting Secretary.

Shortly after closing the meeting the members re-embarked for Fredericton, arriving there about 10.30 p.m.

Council met at the close of the Society's meeting and elected the following officers:

President—S. A. R. McDonald.
Vice-President—R. Harry Robb.
Treasurer—George T. Dibblee.
Registrar—E. R. W. Ingraham.
Secretary—C. Fred. Chestnut.

The man who goes to a horse doctor when he is sick is an ass.

B. C. PHARMACEUTICAL ASSOCIATION.

Semi-Annual Meeting*.

The semi-annual council meeting of the B. C. Pharmaceutical Association was held in Vancouver on Thursday, the 9th ult.

President Frank J. MacKenzie called the meeting to order at 9.55 a.m., when the following were present:—Councillors R. R. Burns, J. L. White, E. S. Knowlton, John Cochrane, J. H. Emery and the Sec.-Reg.-Treas., James W. Browne.

Minutes Read and Approved.

The minutes of the meetings held in Victoria and Vancouver were read and on motion of R. R. Burns and John Cochrane, approved.

Correspondence.

A communication from the McArthur Emporium, Kitselas, B.C., in answer to the communication from the registrar, saying that the store carries only the usual line of patent medicines which all general stores carry. Received and filed.

Poole Drug Co., Nelson—A communication was read from the Association's solicitors with reference to this company, and on motion of John Cochrane and J. L. White, was received and filed, the matter of securing further particulars in reference to the case being left in the hands of the solicitor.

Hunt & Gibson, Rossland—A communication from Association's solicitors, stating that Gibson had died and the drug business had since been sold by Hunt to Goodeve Brothers. The communication was received and filed on motion of J. H. Emery, seconded by R. R. Burns.

Arthur W. McFarlane, Vancouver, with reference to being unable to sit at last examinations held April 6th and 7th, on account of sickness, asked to be allowed to sit at October examinations without further fee, physician's certificate enclosed. On motion of E. S. Knowlton, seconded by J. L. White, the letter was received, filed and request granted.

The report of the Board of Examiners was then read and on motion of E. S. Knowlton, seconded by J. H. Emery, adopted. (This report has already been printed in the May issue of the Record.)

The committee (of one) appointed to procure B. C. Gazette for the Association's and Record's offices, reported through President Frank J. MacKenzie,

(Continued on page 509).

New Towns! New Druggists!

On the dispensing shelves of our principal cities the "Frosst" label is prominent.

In the new North West, the sites of future cities, the "Frosst" label is seeking its place.

The "Frosst" label merits confidence, secures confidence and retains confidence.

The new druggist in the new town will require our goods and should have them on his shelves.

Physicians recognize the absolute reliability of Frosst's Pharmaceuticals and specify them.

Be ready to respond. When starting the new store, send for our price list. We want your opening order.

Charles E. Frosst & Co., Montreal

VANCO

MERCURIALS IODIDES

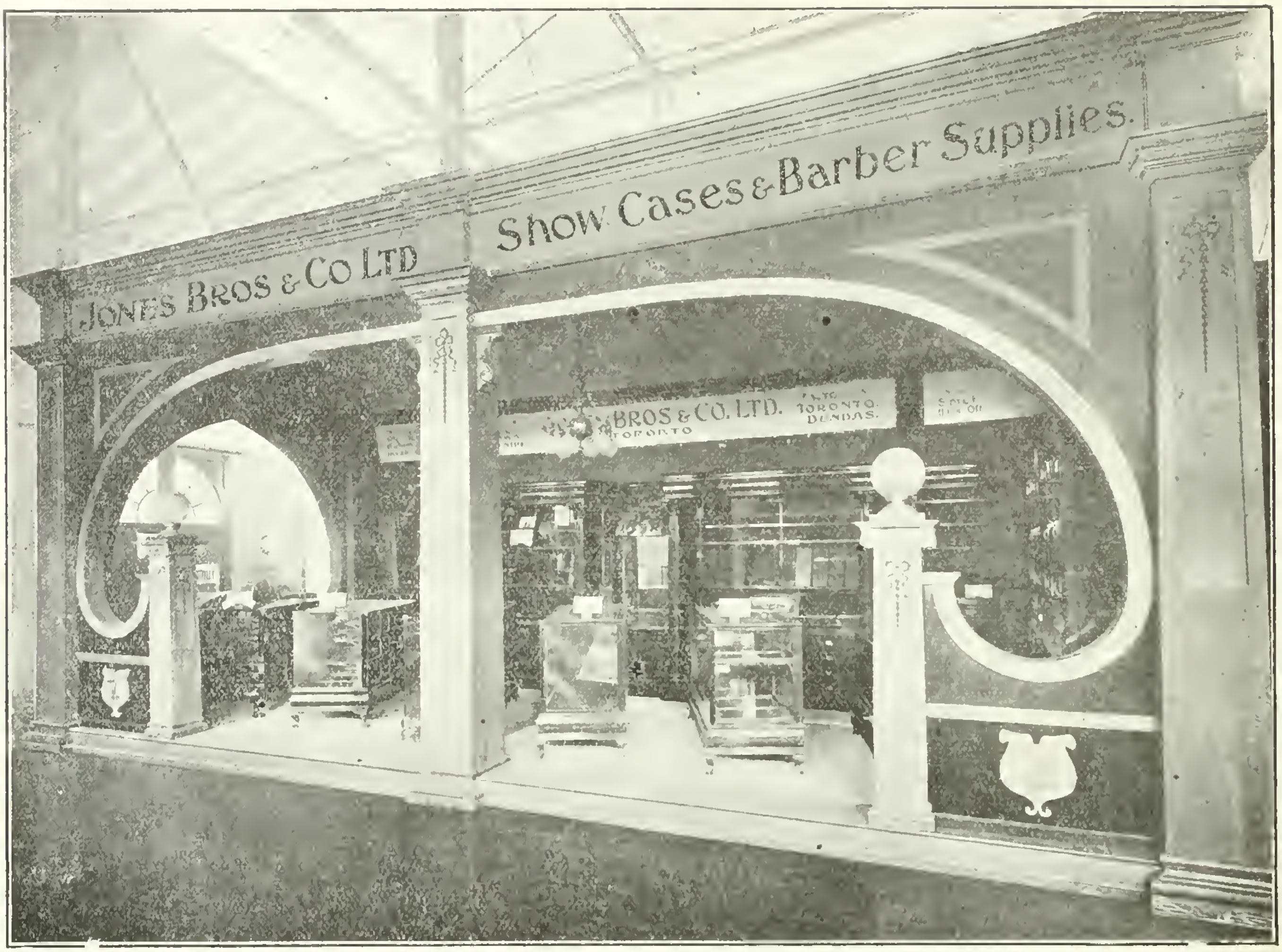
Best Quality and Best Prices

Mercury Bichloride
Mercury Subchloride
Mercury Oxide
Mercury Ammon. Chlor.
Mercury Iodide
Mercury Ointment H. and B. P.

Pottassium Iodide
Sodium Iodide
Ammonium Iodide
Iodine Resubl.
Iodoform

ALL MADE IN CANADA
Write for our Price List

CHEMICAL LABORATORIES LIMITED
148 Van Horne Street
Toronto, Ontario



Look for Our Exhibit at The Canadian National Exhibition

TORONTO, August 27th to September 12th

SPECIAL DRUGGISTS' DISPLAY

Tincture Shelving, Patent Medicine Cases, Prescription Cases, Show Cases and Display Counters

At Main Entrance of Industrial Building

If you are not attending Exhibition, send for our Catalogue

JONES BROS. & COMPANY, Limited

Drug Store Builders

29-31 Adelaide St. West - TORONTO

INTERNATIONAL CONGRESS OF PHARMACY

There will be a meeting of the International Congress of Pharmacy in Brussels from Sept. 1st to 5th of this year, this being one of the series of congresses in connection with the International Exhibition to be held in that city.

In an interview with a representative of the Chemist and Druggist, M. Schamelhout, the secretary, whose pharmacy was situated in the Rue Malibran near the Ixelles, suburb of Brussels, in reply to the representative's query, said:

"We have received a large number of foreign adhesions, among others two representatives of the Pharmaceutical Society of Great Britain—Mr. Edmund White, of Putney, and Mr. E. S. Peck, of Cambridge. There will also be several Americans. From Italy we have Signor Bosio (President of the Pharmaceutical Society of Turin), from Holland Professor Van der Wielen (of Amsterdam) and two representatives of the Dutch Pharmaceutical Associations (MM. Schoeps and Hofman). Russia will be represented by MM. Waldemar and Frederic Ferrein (two of the famous firm of Ferrein, of Moscow), Switzerland by M. Emile Barell (of Bale), Germany by Mr. Schimmel (from Merck's) and Professor Thomas (of Berlin), Hungary by M. de Mussa (of Budapest), who is, by the way, a member of the Hungarian Parliament. We have even a South American adherent, M. Roccatagliata, from Buenos Ayres; he is Professor of Chemistry at the University there. As to the French, they are too numerous to mention. I may just cite MM. Henri Martin, Vaudin, Leprince, A. Petit, Professor Prunier, M. Yvon, Saboin, Ch. Buchet, Rousseau (the Esperantist), Toraude, Professor Astruc (of Montpellier), of balance? It will be more apparent when I have completed my review of the muscles and nerves.

The internal muscles are the iris—with its two sets of fibres, the straight and circular, and the cilliary muscle, or, as it is called in optical parlance, the muscle of accommodation.

Now, the muscles above named receive their nerve supply as follows: The external rectus from the 6th nerve; the superior oblique from the 4th nerve, while all the rest derive their supply from the 3rd nerve. There is, however, a special arrangement of nerve supply through the ciliary ganglion which, like all other ganglion, has a motor, a sensory and a sympathetic root, and so the internal rectus and the ciliary muscle derive their motor and sympathetic supply from the same source. This special arrangement is to secure a combined action of the ciliary and internal rectus at the same time. When we accommodate for infinity the internal rectus and the and Professor Perrot (of the Paris Superior School)."

"A host in himself. And the Belgians?"

"Here is a list." It was a lengthy one, including M. Ranwez, who was President at the 1897 International Congress, and M. Duyk, the active Secretary of the same gathering.

"I need not tell you," concluded M. Schamelhout, "that this is only a commencement. Numerous adherents will, no doubt, send in their names only a few weeks before the gathering; many pharmacists, perhaps, hardly know if they will be free till later on. But we organizers wish sometimes that they could help us by sending in their names as early as possible.

"And the organization will be equal to that of 1897?"

"I think I may promise that, as we shall have a good time as well as an interesting professional gathering. We have secured the Palais des Academies for our gatherings, and think ourselves uncommonly lucky, in an exhibition year full of congresses, to have thus secured the finest building of its kind in Brussels. You know the place, in the Rue Ducale, between the King's Palace and our Houses of Parliament. It answers to some extent to the Institute at Paris, being the place where all the learned bodies assemble. We shall be received at the Hotel de Ville—this reception will certainly be one of the features of the Congress; and we shall probably visit one or two of the interesting towns near Brussels—Antwerp (which is about an hour's ride) or Ostend."

PROFIT-SHARING.

Messrs. Parke, Davis & Co. have inaugurated an elaborate pension plan for their old employees, says the "Era." Every employee who has been in the company's service for 20 years and has attained the age of 65 years for men or of 55 years for women, it is announced, will be given a pension amounting to 25 per cent. of his or her salary. The granting of this pension will depend on the judgment and discretion of the Pension Board, which consists of the president, general manager, and treasurer of the company. No pension less than $18 per month will be granted. The board may continue the pension to the widow of an employee or in case of inability on account of approaching age it may be transferred to another person. The pensioner may employ himself in any business not in competition with the company. Treasurer George Hargreaves has been working out the details of the plan for several months. About 100 are now eligible.

THE WHENCE OF THE CREAM-OF-TARTAR.

By Felix J. Koch.

Ever stop to think whence much of the vast amounts of cream of tartar which are consumed daily?

One of the great sources for supply of this is the valleys round about St. Helena, in Northern California. This is the wine-country of the Golden State, and vineyards are everywhere. The raising of the grape is an old story,—so, too, is the pressing of the wine.

Once the wine,—or, perhaps to be correct, one should say the juice, enters the large stone wineries, another story is to be told. To a given winery probably a thousand acres contribute their grapes in mid-September. Whole families are set to work picking and garnering. The men pick grapes into fifty-pound boxes, which are taken on long wagons, of eighty to two hundred such crates, and drawn by from four to six horses to the wineries. There the grapes are crushed by steam power at the rate of 150, sometimes 250, tons a day.

This crushing is done so as just to mash the grapes and not to crush the seeds.

The juice is then run into seven ton tanks, of which they have some 220 at one place, and remains a week to ferment. Thence it is drawn into vast storage tanks.

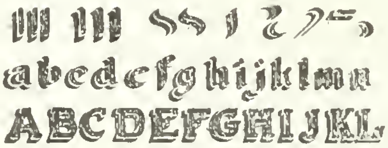
Meantime the pumice is taken out in cars, and this goes to preserving chambers to be pressed and re-pressed for what juice remains in it. Finally the pumice passes to wash-sheds and in tanks there a dilution is made, since this is seven per cent. alcohol. It is distilled, and put into bonded warehouses for sale. Of such alcohol, one plant will extract 15,000 gallons a year.

Argol, too, is gathered every few years.

After the wine itself is settled, that sediment is run off. From it, then, they recover the cream of tartar. Of this, one plant will get two or three tons every season, this bringing about two hundred dollars the ton.

SHADED LETTERING EFFECTIVE.

In a previous issue we published specimens of lettering for sign and show card writers, with suggestions for beginners in the use of the brush. Here is another style of letter that is quite effective where a strong showing is desired. Commenting on this style, an exchange says:



"For some kinds of signs shading not only improves the appearance of the lettering, but emphasizes the words which have the letters shaded.

"Shading is used to produce the effect of thickness, shadow or reflection. The simplest method is indicated on our illustration; all the shadings are marked with the letter 'S.' The shading should be made in single flat-brush strokes. Thin letters which have only one-quarter-inch strokes are often shaded with brushes one inch wide. The most popular shadings for black lettering are in gold, various tints of gray, red or blue. The design given shows the proportion of a style much in vogue for card work in its simplest and most practical form. The beginner is cautioned to mix enough color each time so that the shading does not vary in tone or depth of coloring, as is the case especially with gray.

"In order quickly to learn shading, rule lines one inch apart. Make the practice strokes which we will designate as the body, with a medium-sized pointed 'rigger,' in black. Make the capitals fully two and a half inches high when using the wide brushes, then practice with the smaller ones. This will give you command of the brush and make shading mere play when compared to lettering. It is advisable to use various colors when you practice shading, as it not only relieves the monotony of the task, but gives you the proper contrast in color comparison and harmony, which you can best acquire by this method."

A SHOW-CARD INK.

The following is said to give a rich, velvety black:

Pure asphaltum	2 ounces
Venice turpentine	1 ounce
Lampblack	½ ounce
Turpentine	½ pint

MOSQUITO CHASERS.

Among the many preparations in use for this purpose are the following, taken from Merck's Report:

1—Eucalyptol	1½ fl. oz.
Acetic ether	6 fl. dr.
Cologne water	6 fl. oz.
Tinct. Pyrethrum	7½ fl. oz.

Dilute with 5 to 6 parts of water. This can be applied to the skin to prevent the attacks of the mosquitoes and also can be sprayed about the room.

2—Phenol	1 oz.
Oil Peppermint	2 oz.
Oil Camphor (volatile)	2 oz.
Glycerin	2 oz.
Oil Tar	4 oz.
Olive oil	4 oz.
3—Ammonia water	12 dr.
Glycerin	2 oz.
Oil Pennyroyal	4 oz.
Olive oil	6 oz.
4—Carbolic acid	1 oz.
Oil Pennyroyal	2 oz.
Sps. Camphor	2 oz.
Oil Tar	4 oz.
Glycerin	2 oz.
Lard oil	4 oz.
5—Oil pennyroyal	1 oz.
Castor oil	3 oz.
Alcohol	62 oz.

FINE PHARMACEUTICAL PRODUCTS THAT GIVE SATISFACTION TO PHYSICIAN, PHARMACIST AND PATIENT

TRADE MARK 'TABLOID' BRAND — TRADE MARK 'SOLOID' BRAND
TRADE MARK 'KEPLER' BRAND — TRADE MARK 'HAZELINE' BRAND
TRADE MARK 'ENULE' BRAND — TRADE MARK 'ELIXOID' BRAND
TRADE MARK 'VALULE' BRAND — TRADE MARK 'VAPOROLE' BRAND
TRADE MARK 'VALOID' BRAND — TRADE MARK 'WELLCOME' BRAND

The products bearing these Trade Marks are issued by BURROUGHS WELLCOME & Co.

They represent the highest perfection yet attained in manufacturing processes and the latest development of scientific research.

The sale of articles of other manufacture when any of these brands are specified in ordering is an infringement and unlawful.

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SYDNEY CAPE TOWN MILAN SHANGHAI

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LEVER BROS., Limited

Chemically Pure

REFINED GLYCERINE

(MADE IN CANADA)

In Half Ton Drums
56 lb. Cans, 28 lb. Cans and
Winchester Quarts

QUOTATIONS GIVEN FOR ANY QUANTITY

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SURGICAL

Absorbent Wools, Lints, Bandages, Gauzes, and Butter Cloths, Aseptic and Antiseptic Dressings, Boric Lint

DRESSINGS

SOUTHALL BROS. & BARCLAY
LIMITED

—Weavers and Bleachers—

Mills—BROOMSGROVE and BIRMINGHAM, England

Agent for Canada—J. M. SCHEAK
CARLAW BUILDING, Wellington St. West, TORONTO

For Infancy, Illness and advancing Age.

BENGER'S Food

Benger's Food is for Infants and Invalids and for those whose digestive powers have become weakened by illness or advancing age.

If the digestive functions, however weak, can do any work at all they should be given work to do *to the extent of their powers.* Exercise strengthens, but over exercise defeats its purpose. It is here that Benger's Food is so admirable. In the easy process of its preparation the digestibility of Benger's can be regulated to a degree of extreme nicety.

Manufacturers: BENGER'S FOOD, Ltd., Manchester, England

Benger's Food is sold in tins, and can be obtained through most Wholesale Druggists and Leading Drug Stores.

THE EUREKA OINTMENT POT

REDUCTION IN PRICE

Is now well known and is one of the most popular jars on the market. We formerly made it only in Flint, Amber and Emerald Green. We now furnish it in Opal as well, in the dispensing sizes, ½ oz to 4 oz. sizes.

EUREKA OINTMENT POT LIST

Size	Per Gross	Original Package
¼ Oz.	$ 5 35	5 Gross
½ "	6 25	5 "
1 "	7 50	3 "
2 "	9 90	3 "
3 "	12 75	2 "
4 "	15 00	2 "
6 "	20 00	1 "
8 "	27 00	1 "
16 "	39 50	1 "

FOR SALE BY JOBBERS

DISCOUNT TO THE TRADE 60 PER CENT.

T. C. WHEATON CO. **MILLVILLE, N.J., U.S.A.**

EXPERT BOTTLE BLOWERS

PHARMACY, HIGHLAND PARK COLLEGE DES MOINES, IOWA.

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The best Correspondence Course in Pharmacy before the public. The Course is complete in every detail, but easy to master. Students enrolled in all parts of the United States. We can prepare you for your examination before any State Board of Examiners. Send for free catalogue. Mention course in which you are interested. Address:

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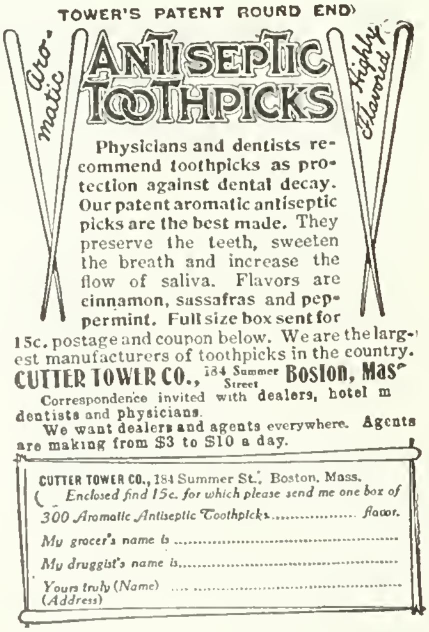
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TOWER'S PATENT ROURD END)

ANTISEPTIC TOOTHPICKS

Physicians and dentists recommend toothpicks as protection against dental decay. Our patent aromatic antiseptic picks are the best made. They preserve the teeth, sweeten the breath and increase the flow of saliva. Flavors are cinnamon, sassafras and peppermint. Full size box sent for 15c. postage and coupon below. We are the largest manufacturers of toothpicks in the country.

CUTTER TOWER CO., 184 Summer Street **Boston, Mas**

Correspondence invited with dealers, hotel m dentists and physicians.

We want dealers and agents everywhere. Agents are making from $3 to $10 a day.

CUTTER TOWER CO., 184 Summer St., Boston, Mass.
Enclosed find 15c. for which please send me one box of
300 Aromatic Antiseptic Toothpicks .... *flavor.*
My grocer's name is ....
My druggist's name is..
Yours truly (Name) ....
(Address)

Did You Ever Notice

that the druggists throughout the country who do the largest trade are always the fellows who are not afraid to buy enough of any good patent medicine in order to get a lot of free advertising.

On the other hand did you ever notice the shiney coat and frayed at the bottom pants on the man who is always knocking patent medicines and talking about the professional aspect of the drug business.

That ought to be enough to convince you of the wisdom of writing The Merrill Medical Co., Manufacturing Chemists, Toronto, regarding exclusive advertising proposition for

MERRILL'S RELIABLE FAMILY REMEDIES
THE ROYAL ENGLISH TOILET PREPARATIONS
MERRILL'S HOUSEHOLD NECESSITIES

Don't wait for a traveller. Write to-day

The Merrill Medical Co.

Merrill Building, Toronto, Ont.

Canadian Pharmaceutical Association Annual Meeting

To be Held at Halifax, Nova Scotia, September Twelfth and Following Days.

As announced in our last issue, the annual meeting of the Canadian Pharmaceutical Association will be held this year at Halifax, Nova Scotia, Sept. 12th and following dates.

Delegates have been elected from the various provincial associations and it is hoped that a large number of druggists, other than the appointed delegates, will also be present at this meeting, which promises to be not only a success in the point of place of meeting, but also from the character of the business to be brought before the Association. Copy of the proceedings of the last meeting have been mailed to all druggists throughout Canada, and by this time they have probably become familiar with the workings of the Association.

HALIFAX, FROM THE CITADEL.

The secretary has also included in the minutes, and very wisely we think, the patent and proprietary medicine act which will be a guide to druggists generally, and especially to those who put up their own preparations.

The following are the present office holders of the Association: President, Henry Watters, Ottawa; Vice-President, Robt. Martin, Regina; Sec. Treas., John E. Tremble, Montreal, Que.

The choice of a place of meeting has been a particularly happy one, as probably no more suitable selection could be made for an outing by druggists, and the old-time associations of Halifax make it a point of national interest to every Canadian.

History tells us that in the 18th century England stretched out its arm across the sea and grasped the new continent; and seeing that a naval base in Nova Scotia was needed, in order to offset that of Louisbourg, the French stronghold, Halifax was chosen as that base in the year 1749, under the charge of Col. Cornwallis, the first settlers being soldiers and sailors from the British forces, having just been disbanded after the war of the Austrian Succession.

Halifax has always had a military history since its first inception, and in the Seven Years' War played a prominent part and held the armaments of London, Wolfe, Saunders and Bascaiven assembled to move on Louisbourg.

The Duke of Kent commanded the forces here from 1794 to 1800, and this was the regime of the Royal Governors, one of whom, the Earl of Dalhousie, founded the college which now bears his name.

The city of Halifax is full of historic interest, and sightseers and tourists can use their time to the best advantage in "taking in" the many points of historic interest which abound in this "garrison city."

Halifax suggests an ideal situation, having without exception the finest harbor on the Atlantic coast, and presents the most picturesque view of any point along the sea border.

The city itself occupies a commanding position on a rocky peninsula, has an ideal summer climate, and, being a British military and naval station, enjoys a certain lustre which such a situation gives to the place.

WARSHIPS, HALIFAX HARBOR.

The water on the west is the North-West Arm and stretches to about three miles in length and one-quarter of a mile in width. On the south and east is the harbor which narrows as it reaches the upper end of the city, and expands into Bedford Basin, with its ten square miles of safe anchorage, this basin terminating at a distance of nine miles from the city and is navigable for the whole distance.

Citadel Hill, which is 260 feet above the level of the harbor, is the crowning point of Halifax as seen from the water. There is a modern system of fortifications around Halifax, McNab's island, a prominent point of the shore, also being equipped for purposes of defence with firing and disappearing guns.

There are many other attractions in and about Halifax which will commend themselves to the tourist, and will surprise those who view them for the first time.

We have pleasure in presenting our readers with some views of the city, which will no doubt be of more than usual interest.

The Nova Scotia Technical College has, it is claimed, the first complete system of technical education to be established by any province or state on the American continent. It is in this building that the meetings of the Canadian Pharmaceutical Association will be held, and also where classes in pharmacy are taught in connection with the curriculum.

The oldest Protestant church in Canada is established in Halifax, namely, St. Paul's church on Barrington street, being the mother church of the Church of England in the Dominion. It was erected A.D. 1750.

In connection with this, we might mention that the meeting of the Pharmaceutical Association is taking place immediately after a celebration of the

FOUR OARED RACE, NORTH WEST ARM.

YOU ARE ENTITLED TO THE FACTS

ABOUT a year ago the Walpole Fusible Core Hot Water Bottle made its first bow to the trade, and was introduced to the public

At that time there was not a jobber or dealer who had ever heard of it.

Today there are very few jobbers and dealers who do not have it in stock.

In fact, a thorough distribution has been accomplished in the last year.

The public have been quick to recognize its superiority over any other bottle on the market. The demand has been so steady—sales have increased so rapidly—that a new factory for exclusive manufacture was made necessary, all of which is proof positive that the must have many superior features, which no other bottle possesses.

WALPOLE Hot Water Bottle and Combination Fountain Syringe

Fusible Core Process

(PATENTED)

And it has. For instance—it is the only bottle that is extensively advertised to the public—your customers.

It is the only bottle of one piece of molded rubber—without seams or joints. It is

THE ONLY BOTTLE MADE WITHOUT THE USE OF CEMENT

That is why it will outlast three or four ordinary bottles—because there is nothing to give way under the action of hot water.

Then again there is the added advantage of a strict price maintenance—no one can undersell you.

That is where you come in—because you are not only afforded protection but a liberal profit as well.

If you have not already ordered, don't you think you had better do so to-day?

Walpole Hot Water Bottle

In construction, the uncured rubber is placed around the fusible metal core in the shape of a bottle. The heat employed in the process of curing reduces the fusible core to liquid form so that it may be poured from the mouth, leaving the bottle of absolutely one piece of solid rubber of uniform strength and thickness.

	per doz.		each
1 quart,	**$15.25;**	**sells for**	**$2.25**
2 quarts,	**18.00;**	**sells for**	**2.50**
3 quarts,	**21.00;**	**sells for**	**3.00**
4 quarts,	**24.00;**	**sells for**	**3.50**

Combination Water Bottle and Fountain Syringe

Tubing, connections and pipes of extra size bore to admit a rapid flow. Hard Rubber Rectal, Infant's and Curved Vaginal Slip Pipes, and Lever style Metal Shut-off.

Makes an ideal hot water bottle by disconnecting the tube.

Each packed in an attractive box for display purposes.

	per doz.		each
2 qt. size,	**$26.00;**	**sells for**	**$3.50**
3 qt. size,	**29.00;**	**sells for**	**4.00**

Walpole Rubber Co., Limited, MONTREAL.

For rubbing, bathing, liniments and external preparations, Physicians are prescribing and Hospitals are using

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FOR SALE BY

THE STANDARD CHEMICAL CO.
Manufacturers
TORONTO AND MONTREAL

Make a Note of the Brand—"Y & S" on Our Pepsin Gum

This brand—Y & S—has been used by us and our antecedents for forty years on the best known stick licorice in the United States and Canada.

It means just as high quality when used on our chewing gum.

Four flavors: Licorice, Peppermint, Wintergreen and Spearmint. Each piece wrapped singly, 5 pieces to package, 20 packages to box. Order a trial box, assorted if required, from your jobber.

National Licorice Company
MONTREAL

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So

VIEW IN PUBLIC GARDENS.

D. D. D. BOWLING TOURNAMENT.

The Third Annual Bowling Tournament of the D. D. D. Lawn Bowling Association will be held at the Granite Club, Church St., Toronto, commencing Monday, August 29th, at 2 p.m.

The tournament is open to all dentists, doctors, druggists and all persons connected with manufacturing or wholesaling for the three professions in the Dominion.

There will be rink competitions (first and second series) and each having first and second prizes. After this the "Scotch doubles" will be played, and it is expected these will be finished by Thursday noon, and a special game of Scotch doubles will be played for the handsome trophies donated by the Dixon-Wilson Co. This game is to be open to all retail druggists in the Dominion. The runners-up in this competition will each receive two pair of extra quality bowls, donated by Robt. Ferber & Co., London, England, through their agent in Toronto, Messrs. Scheak & Old.

Entries for rinks must be in the hands of the Secretary, Mr. W. B. Graham, Reg.-Treas. of the Ontario College of Pharmacy, not later than 8 p. m. of Aug. 26th, and entries for doubles will be taken on the lawn up to six p.m. on Monday, August 29th.

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Japanese are gradually working by a system of block houses from which they small posts can resist the attacks of the savages. In these regions the whole air may be said to be permeated with a strong odor of camphor.

The mode of obtaining camphor, as explained by Mr. Fred. H. Major, is primitive and curious. Usually a hardwood tree is felled and the trunk hollowed out in form of a long trough. The bottom of it is covered with a thick layer of adhesive clay nearly approaching in its qualities the ordinary fireclay used in foundries. This trough, suported at its ends, is filled with water, and a wood-fire is built underneath it. Above, and covering the trough, to which its edges are cemented with clay, is a plank perforated with a number of round holes, from two to three inches in diameter. Over these holes chips of camphor wood are piled, each pile being covered with an inverted pot made of clay. As soon as the water boils, the steam, rising through the holes, disintegrates the camphor gum from the chips that contain it, and the sublimated camphor crystallizes on the inside of the pots. The crude product is then dumped into vats furnished with holes for drainage, and beneath, in vessels placed for the purpose, is gathered a yellow oleaginous fluid known to the trade as "camphor oil," which is in great demand in China as a sure cure for rheumatism. It is also used in America and Europe in connection with medicine and the arts.

The camphor itself, still containing some oil, is then conveyed to the refining factory at Taipeh, the oil being sent for a further elaborate treatment to Japan. At the Taipeh works the crude camphor undergoes a number of additional processes, consisting of drying, heating and evaporation until it becomes refined "A Grade" camphor. This is generally sold

[illegible]	[illegible]	[illegible],100.00
En	[illegible]	166,681.00
Fra	[illegible],970	100,460.00
Germany	53,200	19,522.00
Hongkong	560,196	241,936.00
British India	3,990	1,419.00
Japan	535,591	250,102.00
Total........	3,255,707	$1,304,220.00

Kinds of Camphor.

Several kinds of camphor are used as articles of commerce, but little, if any, is shipped to this country, save that which is obtained from the Camphora officinarum. This belongs to the same genus as the tree whose bark furnishes the spice called cinnamon. It attains gigantic dimensions, surpassing all other trees in actual height. It may be added that every part of the tree is used, from the roots to the young shoots and leaves. Even the fruit is employed in the preparation of tallow. Camphor was to some extent used as a constituent of smokeless powder, but its employment in this way was soon found to be attended with serious practical disadvantages. It has for many years been profitably used in the conversion of collodion cotton into celluloid, which is so largely applied to the manufacture of imitation ivory, tortoise shell, horn, and a variety of other materials.

The chemical formula of ordinary camphor is $C_{10}H_{16}O$. It melts at 350° F. and boils at 500° F. Its specific gravity is about 0.992. The formula for Borneo camphor, which is obtained from another tree known as Dryobalanops aromatica, is $C_{10}H_{18}O$. The latter can be artificially produced from the former. Borneo camphor is deposited in clefts and hollows of the wood, and has simply to be taken out. It is, however, comparatively rare and exceedingly ex-

Philadelphia College OF Pharmacy

The oldest, largest and best College of Pharmacy in the United States.

The College that educated Diehl, Ebert, Coblentz, Halberg, Eberle, Ryan and others equally prominent, and numbers among its present faculty, Remington, Sadtler, Kraemer, Moerk, LaWall, well known authors and teachers.

Courses Offered

PHARMACY. A very complete course leading to the degree of P. D. (Doctor in Pharmacy) or P. C. (Pharmaceutical Chemist).

MATERIA MEDICA, BOTANY, PRACTICAL BOTANY AND PHARMACOGNOSY

CHEMISTRY. Analytical, Pharmaceutical and Industrial, preparing the students for a professional career either as an Analyist or Teacher, or, as a Manufacturing Chemist.

Bacteriological and Microscopical instruction which can be taken with the above courses will fit the student for all lines of Industrial Chemistry.

COMMERCIAL TRAINING. A course of special value to the Pharmacist.

PHYSICAL CULTURE. A new course for 1910-1911 under the direction of a Physician and a Physical Director.

Store employment with College priveleges easily secured, P. C. P. students being always in demand.

For full information regarding entrance requirements, tution, etc., address,

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TALCUM POWDER IDEAL ORCHID

Price Protected

This Talcum Powder is being extensively advertised in the leading papers and magazines of Canada. The price is protected to retail at 25c and besides being a popular and advertised article gives the Druggist a good profit.

STOCK IT NOW. SOLD DIRECT ONLY.

SOVEREIGN PERFUMES LIMITED,

TORONTO

Makers of Ideal Orchid Perfume.

pensive, bringing, according to one authority, eighty times the price of ordinary camphor!

Still another tree, named Blumea balsamifera, one of the Compositae, yields a kind of camphor by distillation. This is really a shrubby plant which is very common in tropical Asia. Hainan is the principal seat of the industry, but the crude article is refined at Canton, whence there is an annual export of about 10,000 pounds.

Members of various other natural orders, notably, Labiatae, yield essential oils of the same composition, and having the same properties as camphor. Menthol is an example.

Camphor Cultivation in Ceylon.

In later years camphor planting has become one of the principal operations in Ceylon. In 1907 the camphor acreage of the island was increased from 142 to 1106. These operations have been stimulated by the high price of the drug, and by the successful results of experimental planting. While camphor will not grow at sea level in Ceylon, it finds congenial conditions in the mountainous parts of the island, and thrives finely at elevations of from 2,500 to 8,000 feet. The situation is so favorable to its profitable production that enthusiastic planters entertain the belief that Ceylon in a few years will produce camphor in quantity greater than the world's present demand. It is estimated that the planting of between 15,000 and 20,000 acres in Ceylon will develop a production of 8,000,000 pounds, which, according to most authorities, is the quantity of camphor demanded annually at present.

The rapid growth of the twigs and the cheapness of land and labor are the factors depended upon by planters to give Ceylon an advantage over other camphor-producing countries. The figures given by planters to represent the cost of a pound of Ceylon camphor are much below the figures representing the reputed cost of synthetic camphor produced in the United States from turpentine oil.

The growing of the camphor tree in Ceylon was first undertaken, in a purely scientific way, at the government experimental gardens at Hakgala. The experiments were eminently successful. Little attention was paid to the outcome of these experiments at first, as the price of camphor then ranged as low as $40 to $45 per hundredweight. But when the smokeless powder requirements of the Russo-Japanese war more than doubled the price, a commercial interest in the tree was created. Last year it was demonstrated beyond a doubt that camphor cultivation in Ceylon could be made highly profitable. Immediately the importation of seed from Japan was begun, and it has continued to the present day.

In the northern part of the Fukien province, in China, among the thick forests, there stand many camphor trees, some of which are over a thousand years old. In the former time people did not know how to manufacture camphor and camphor oil. But in recent years they learned the method and found the traffic to be quite lucrative. The average quantity of camphor purchased and shipped from Kienning to Roochow each year by foreign and Chinese merchants is about 7,000 or 8,000 piculs (picul 133 1-3 pounds) and that of camphor oil is about 20,000 piculs. In the thirty-first and thirty-second years of Kuanhsu the camphor dealers enjoyed a great profit, for the price of camphor was over $140 per picul, and that of the camphor oil was $60 per picul. But in the thirty-third year (last year) the price of camphor suddenly dropped to $80 per picul, and that of camphor oil to $30 per picul.

SOME FORMULAS FOR ELIXIRS PROPOSED FOR RECOGNITION IN THE REVISION OF THE NATIONAL FORMULARY.*

By George M. Beringer, Ph.M., Camden, N.J.

Presented at meeting of A. Ph. A., Los Angeles, Cal.

The following are some of the formulas that are offered for consideration in the revision of the National Formulary and are presented here to encourage trial and criticism from practical pharmacists. Several of these are for preparations not heretofore included in the Formulary, while others are only offered as improvements on the present official formulas.

Elixir of Calcium Lactophosphate.

In the National Formulary III the salt is directed to be made from calcium lactate and phosphoric acid in the process. As calcium lactophosphate is now a commercial chemical, a definite weight of the salt should be directed along with the largest percentage of aromatic base attainable, and in accordance with this thought the following improved formula is suggested.

Elixir Calcii Lactophosphatis.
Elixir of Calcium Lactophosphate.

Calcium lactophosphate	25 Gm.
Lactic acid	8 Cc.
Aromatic elixir, a sufficient quantity to make	1000 Cc.

Reduce the calcium lactophosphate to a powder and triturate this with a mixture of 500 Cc. of the aromatic elixir and the lactic acid and then add sufficient aromatic elixir to make 1,000 Cc. of product, and, when the salt is dissolved, filter.

Elixirs of the Glycerophosphates.

The National Formulary now gives a formulary for elixir of glycerophosphates containing the sodium and calcium salts, but it is deficient in flavoring as it contains only 300 Cc. of aromatic elixir of liter. The present National Formulary elixirs as a class are subject to just criticism on account of the monotony of flavor in most of them, and in many of the formulas there is an insufficiency of aromatic due to the fact that aromatic elixir is used as a diluent instead of modifying the manipulation and using a requisite amount of compound spirit of orange or other desired flavoring as an ingredient in the formula.

The glycerophosphates, especially the calcium salt, are readily precipitated by alcohol and consequently the manipulation and compounding must be so managed as to prevent the present of any excess of alcohol at any time and to avoid a precipitate which, once formed, is difficult to redissolve and will yield a preparation that is hard to clarify. Yet, the finished product must contain sufficient alcohol and aromatics to be permanently clear and satisfactory. My experiments lead to the conclusion that approximately 12½ per cent. of alcohol is the amount needed.

To prevent the precipitation of the glycerophosphates, especially calcium, a slightly acid solution is necessary. The addition of phosphoric acid, of glycerophosphoric acid and of lactic acid have been tried and in my experiments lactic acid has given the best results and is recommended.

As the compound elixir of glycerophosphates, containing the sodium, calcium, iron, manganese, quinine and strychnine salts is in many localities more frequently prescribed than is the simple elixir of the glycerophosphates of sodium and calcium, formulas for both are recommended with appropriate flavorings.

Elixir Glycerophosphatum.

Elixir of Glycerophosphates.

Sodium glycerophosphate (75%)	22 Gm.
Calcium glycerophosphate	8 Gm.
Lactic acid	8 Cc.
Glycerin	300 Cc.
Compound spirit of orange	12 Cc.
Alcohol	125 Cc.
Purified talc	15 Gm.
Distilled water, a sufficient quantity to make	1000 Cc.

Dissolve the glycerophosphates in 500 Cc. of distilled water mixed with the lactic acid, add the glycerin, and to this solution gradually add the alcohol and compound spirit of orange previously mixed, agitating after each addition and then add sufficient distilled water to make 1,000 Cc. Finally, add the purified talc, mix and filter.

Elixir Glycerophosphatum Compositum.

Compound Elixir of Glycerophosphates.

Sodium glycerophosphate (75%)	44 Gm.
Calcium glycerophosphate	16 Gm.
Iron glycerophosphate	3 Gm.
Manganese glycerophosphate	3 Gm.
Quinine glycerophosphate	1 Gm.
Strychnine glycerophosphate	0.125 Gm.
Lactic acid	8 Cc.
Compound spirit of cardamom	10 Cc.
Alcohol	125 Cc.
Glycerin	350 Cc.
Purified talc	15 Gm
Distilled water, a sufficient quantity to make	1,000 Cc.

Dissolve the calcium and sodium glycerophosphates in a mixture of 200 Cc. of distilled water with lactic acid, and the iron and manganese salts in 50 Cc. of warm distilled water and mix the two solutions. Dissolve the quinine and strychnine glycerophosphates in 25 Cc. of distilled water and add this to the other solution. Now add the glycerin and gradually add the mixture of the alcohol and compound spirit of cardomom and then sufficient distilled water to make 1,000 Cc. Finally add the purified talc, mix and filter.

Elixirs of the Formates.

Within recent years the formates have received considerable attention as remedial agents in regular practice and various proprietary preparations containing these have likewise been exploited. The British Pharmaceutical Codex has included several formulas for elixirs and a syrup containing these in combination, thus indicating their more or less extended use in the British Islands.

Two formulas are submitted, the one for an elixir of the alkaline formates copying closely that in the British Pharmaceutical Codex, and the other for a compound elixir of the formates of the same medical ingredients and approximately of the same strength as several of the proprietaries now on the market under such fanciful names as Pentaform and Formatone. These are both satisfactory from a pharmaceutical standpoint and their introduction in the revision of the National Formulary is recommended.

Various combinations of the glycerophosphates and formates are being introduced and the demands for these can be met if the physician is impressed with the ease with which mixtures of these elixirs of glycerophosphates and elixirs of formates can be directed.

Elixir Formatum.

Potassium formate	50 Gm.
Sodium	50 Gm.
Aromatic elixir, sufficient quantity to make	1,000 Cc.

Dissolve the formates in the aromatic elixir, and filter.

Elixir Formatum Compositum.

Compound Elixir of Formates.

Sodium formate	32 Gm.
Magnesium formate	16 Gm.
Strontium formate	30 Gm.
Lithium formate	7.5 Gm.
Quinine formate	7.5 Gm.
Formic acid[2]	10 Cc.
Compound spirit of cardamom	10 Cc.

Acetic ether	1 Cc.
Alcohol	100 Cc.
Glycerin	300 Cc.
Purified talc	20 Gm.
Distilled water, a sufficient quantity to make	1,000 Cc.

Dissolve the formates in 500 Cc. of distilled water to which has been added the formic acid, using a moderate heat if necessary; to this solution add the glycerin and then the alcohol previously mixed with the compound spirit of cardamom and the acetic ether, agitate thoroughly and add sufficient distilled water to make 1,000 Cc. Then add the purified talc, mix and filter, wash the filter with sufficient of a mixture of alcohol one volume, of distilled water nine volumes, until 1,000 Cc. of finished product is obtained.

As some of these formates may not be found in the average drug store, the formate may be modified by using the carbonates in equivalent quantities and the alkaloid quinine and the required amount of formic acid. Thus

Monohydrated sodium carbonate	23.	Gm.
Required formic acid[2]	69.5	Gm.
Magnesium carbonate	20.	Gm.
Required formic acid	39.25	Gm.
Strontium carbonate	25.	Gm.
Required formic acid	62.	Gm.
Lithium carbonate	8.	Gm.
Required formic acid	20.	Gm.
Quinine alkaloid	7.7	Gm.
Required formic acid	4	Gm.

The formic acid might be rounded out to 195 Gms. or possibly 190 Cc., plus the 10 Cc. already used for the purpose of assuring a faintly acid and stable preparation; thus taking 200 Cc. of acid and reducing the amount of water directed. I have tried the formula both ways and it seems to be entirely satisfactory.

The compound spirit of cardamom directed in these formulas is that recommended as a substitute for the present National Formulary compound elixir of cardamom already recommended for introduction in National Formulary IV. The formula is:

Spiritus Cardomomi Compositus.

Compound Spirit of Cardamom.

Oil Cardamom	20 Cc.
Oil clove	1 Cc.
Oil cassia	2 Cc.
Oil orange	20 Cc.
Oil caraway	1 Cc.
Anethol	1 Cc.
Alcohol, sufficient quantity to make	200 Cc.

PHARMACEUTICAL PREPARATIONS OF SWEET ORANGE.

Fresh sweet orange peel, cut small	20 or 25 oz.
Alcohol (90 per cent.)	52 fl. oz.
Distilled water	48 fl. oz.

Prepare by the maceration process.

"I consider 20 oz. of peel sufficient," said he, "but I have, out of respect for the official formula, given 25 oz. as an alternative. With good peel the tincture is practically saturated with 4 oz. to a pint of menstruum.

Syrup of Sweet Orange.

Tincture of sweet orange as above	1 fl. oz.
Syrup	7 fl. oz.

Mix.

Acid Syrup of Sweet Orange.

Citric acid	2 oz.
Sugar	5¼ lb.
Distilled water	q. s. or 42 fl. oz.
Tincture of sweet orange as above	5 fl. oz.

"Heat the water to boiling point, add first the sugar, then the citric acid. When cold, add the tincture and mix by shaking. Finally, add sufficient distilled water to make the product measure 100 fl. oz.

Aromatic Syrup.

Fresh sweet orange peel	12½ oz.
Alcohol (90 per cent.)	52 fl. oz.
Cinnamon water	48 fl. oz.

"Prepare a tincture by the maceration process, filter, and add an equal volume of syrup.

"I have placed on the table specimens of these preparations of sweet orange along with the corresponding official preparations, so that the members present may compare them. It will surprise me if they do not agree with me that we might at least have the sweet orange represented in the Pharmacopoeia."

SUGGESTIONS FOR THE MODIFICATION OF CERTAIN FORMULARY PREPARATIONS.

By A. Alton Wheeler, Detroit, Mich.

There are four N. F. preparations which are similar in composition and therapeutic indications; several of them not simple enough for extemporaneous preparation. They are: Compound elixir of quinine and phosphates, emulsion of cod liver oil with calcium and sodium phosphates, compound syrup of hydrochloro-phosphates and compound syrup of phosphate.

For some time the writer has prepared a line of similar preparations, which are convertible extemporaneously from one to the other, and I offer the formula for your consideration with the object in view of simplifying the present N. F. preparations a little and encouraging their use more generally. These formulas are:

Compound Solution Phosphates Without Sugar.

Strong compound solution of phosphates	500 Cc.
Water	500 Cc.

GOLD MEDAL, ST. LOUIS, 1904
Grand Prize, International Exhibition, London, 1909

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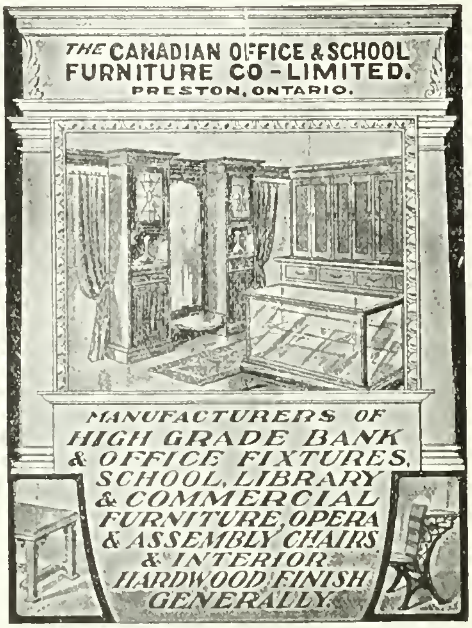

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MINARD'S LINIMENT

Compound Syrup of Phosphates With Quinine.

Quinine hydrochloride	4.4 grams
Compound syrup of phosphates..	1000 Cc.

Compound Solution of Phosphates, Strong.

Precipitated calcium carbonate..	70 grams
Soluble ferric phosphate	35 grams
Ammonium phosphate	35 grams
Potassium bicarbonate	8 grams
Sodium bicarbonate	8 grams
Citric acid	164 grams
Glycerin	375 Cc.
Phosphoric acid	140 grams
Orange flower water	125 Cc.
Water, a sufficient quantity to make	1000 Cc.

Compound Syrup of Phosphates.

Strong compound solution of phosphates	500 Cc.
Syrup	350 Cc.
Glycerin	150 Cc.

Compound Elixir of Quinine and Phosphates.

Quinine	2 grams
Cinchonidine	1 gram
Cinchonine	1 gram
Compound spirit of orange.....	12 Cc.
Tincture of Cudbear	15 Cc.
Alcohol	125 Cc.
Syrup	375 Cc.
Strong compound solution of phosphates	500 Cc.

Emulsion of Cod Liver Oil With Phosphates.

Codliver oil	464 grams
Acacia	116 grams
Comp. syrup of phosphates.....	250 Cc.
Flavoring, q. s.	
Water, a sufficient quantity to make	1000 Cc.

The association has avoided as far as possible having one formula depend on another, which policy seems to be a wise one. At first thought, this objection might be made to the above-suggested changes. However, attention is called to the fact that the strong compound solution of phosphates is the only preparation duplicated in the different formulas of this series. The above objection would therefore not apply in this case any more than it would to aromatic elixir in the formulas of the various elixirs.

The convenience of the above formulas can be readily seen. The whole six preparations can be kept in stock or any one of the five can be prepared extemporaneously from the strong compound solution of phosphates as the dispenser pleases. For this reason the writer offers these suggestions and trusts that they may be of some value.—Presented at Los Angeles meeting, A. Ph. A.

MAGMA BISMUTHI.

Bismuth Magma.

(Milk of Bismuth).

Bismuth subnitrate	80 grams
Nitric acid	80 Cc.
Ammonium carbonate	20 grams
Ammonia water	400 Cc.
Distilled water, a sufficient quantity to make	1000 Cc.

Mix the bismuth subnitrate with 60 Cc. of distilled water and 50 Cc. of nitric acid in a flask and promote the solution of the salt by agitation, and, if necessary, by a gentle heat. Then pour this solution in a thin stream and with constant stirring into 8000 Cc. of distilled water, previously acidulated with 30 Cc. nitric acid. This bismuth trinitrate solution is best prepared in a jar with a lip. Dilute the ammonia water with 12,000 Cc. of distilled water in a glazed or glass vessel of almost double that capacity, dissolve the ammonium carbonate in this solution, and then pour the bismuth solution quickly* into it. Test the mixed liquids, and if not distinctly alkaline add a sufficient quantity of ammonia water. Let the mixture stand during two hours so that the precipitate may subside, then pour off, or better, syphon off the supernatant liquid, and wash the precipitate three times by decantation, etc., with distilled water. The last washing should be done in a graduated bottle, and when the magma has subsided to 1000 Cc., syphon off the supernatant liquid.

Strength Rubric: 4 Cc. (1 fluidram) of magma bismuthi represents the equivalent of 0.3 Gm. (5 grains) of bismuth subnitrate in the form of hydroxide together with a little subcarbonate.

Average Dose: 8 Cc. (2 fluidrams).

*If the bismuth solution is poured slowly and with constant stirring into the ammonia solution, the resulting precipitate will be heavier and denser.

LIQUOR ALUMNI ACETATIS CRUDUS.

Crude Solution of Aluminum Acetate.

(Liquor Burowii—Burow's Solution.)

Lead acetate, crystal	150 grams
Alum, crystal	126 grams
Water a sufficient quantity to make	1000 Cc.

Dissolve the alum in 1000 Cc. of water, and to this cold solution add, with constant stirring, the lead acetate, previously finely powdered. Set aside in a
Cc.
cold place, below 10° C. (40° F.) for twenty-four hours, stirring occasionally, then syphon off the liquid, filter, and add enough water to make 1000

This solution contains about 5 per cent. of neutral aluminum acetate.

In explanation, I beg to state that when using alum, which is only soluble in 8 to 9 parts of water, this modus operandi has to be resorted to. When it is desired to prepare this Liquor Burowii by mixing two solutions, then I propose the following alternate formula, etc.:

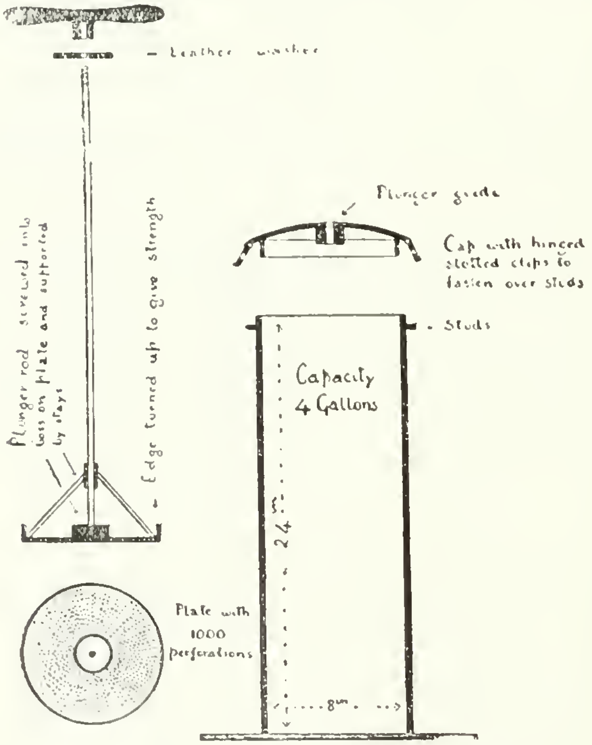
Lead acetate, crystals	150 grams
Aluminum sulphate	85 grams
Water, a sufficient quantity to make	1000 grams

Dissolve each salt in 500 Cc. of water; mix the cold solutions by pouring the lead solution in a thin stream, with constant stirring into the aluminum solution. Set aside in a cold place below 10° C. etc., etc.—Presented at the Los Angeles meeting of the American Pharmaceutical Association by Otto Raubenheimer, Ph.G., of Brooklyn.

A SERVICEABLE EMULSION MACHINE.

By J. Langford Moore, Pharmacist, St. Bartholomew's Hospital.

About seven years ago I exhibited, at an evening meeting of the Pharmaceutical Society in London, two working models of an emulsifier which at that time had been found to be effective. Since then I have had several machines in daily use, and they have more than justified the good opinion I originally held with regard to them.


Leather washer
Plunger rod screwed into boss on plate and supported by stays
Edge turned up to give strength
Plunger guide
Cap with hinged slotted clips to fasten over studs
Studs
Capacity 4 Gallons
24 in.
8 in.
Plate with 1000 perforations

It has occurred to me that an illustration and short description of the emulsifier would be of much use to pharmacists who make a specialty of cod liver oil and other emulsions, but who are somewhat hampered by inadequate appliances, many of the emulsifiers on the market being either ineffective or too expensive, and the mortar and pestle not equal to the output. The accompanying figures are almost self-explanatory. The cost, of course, would depend upon the metal used; those which I have in constant use are of tin-lined copper, and where the matter of a few shillings is not all-important, I would strongly recommend this material, on account of its rigidity and the ease with which it may be thoroughly cleaned. The body of the emulsifier is a cylinder with flanges or feet at the bottom to admit of being clamped to the floor or stood upon while in orepation. Towards the open top of the cylinder are two or three studs on which to fix the lid by means of hinged slotted clips. The lid itself is provided with a hole or guide to take the metal rod of the plunger, the handle screwing on to the top and the perforated plate on to the bottom, where additional strength is given by means of three stays. The metal plate is the important part of the apparatus. The material of which it is made should be stout enough to withstand a considerable strain, and it is advisable that the edge should be turned up a little in order to get something of a piston action of a cylinder. The whole of the surface of the plate is perforated, an emulsifier of a four-gallon capacity requiring a plate with about 1,000 holes, those towards the periphery being about the diameter of a knitting wire or a trifle more, and becoming slightly smaller towards the centre. This is all the mechanism, and it is so simple that any local tinsmith would have no difficulty in making it. For use it is only necessary to insert the rod of the plunger through the lid and to screw on the handle along with the leather washer. The oil for the emulsion is placed in the cylinder, then the emulsifying material with half of the water, the plunger inserted, the lid clamped down, and a preliminary mixing affected by drawing the handle up and down two or three times. The lid may then be raised to admit the remainder of the water, clamped down again, and the mixing resumed for a few minutes. A four-gallon batch of cod liver oil emulsion may thus be made within five minutes.—The Pharmaceutical Journal.

GROWING BUSINESSES.

Illustrating the growth of company pharmacies in England, Messrs. Boots, Cash, Chemists, Ltd., at whose head is Sir Jesse Boot, recently secured control of the Chemists' Shops of Inman's Stores, Ltd., situated in the North of England and in Scotland, thus making the number of their stores in Great Britain close on to 450, and we believe it is the ideal of the principal to reach the 500 mark.

Probably the most progressive woman druggist is Miss M. Cora Dow, who now has ten drug stores in her native city of Cincinnati, Ohio, and 163 employees, with a pay roll of $2,000 a week.

Miss Dow recently celebrated the 25th anniversary of the "House of Dow" in Cincinnati.

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THE SODA FOUNTAIN

FACTS, HINTS AND SUGGESTIONS TO THE DISPENSER.

Do not dispense partly frozen ice cream.

Running water at the sink is very desirable.

In presenting soda checks lay face downward.

Rinse out the syrup jars each time before refilling.

Never mix fresh cream with that of the day before.

The absence of ice is a decided improvement to cream sodas.

All drinks should be served in the presence of the customer.

Never allow syrups containing an acid to come in contact with metal.

Straws should be either offered to or placed within reach of the customer.

Never employ the same mixing glass or spoon for two different beverages.

In no instance boil or add extracts, wines or volatile liquids to hot syrup.

Ice cream soda, shaken drinks, and hot soda attract trade and yield large profits.

Do not deal too sparingly with the syrup and cream when serving the ladies.

The neat appearance of the white dispensing coat has rapidly gained popularity.

The enterprising dispenser is continually introducing to the public a new beverage.

All drinks not appreciated by patrons should be changed without hesitation.

The attractiveness of the surroundings is equally important to that of the apparatus.

Be polite and courteous and aspire for a reputation by striving to please customers.

No matter how strong the competition, there is always room for an enterprising dispenser.

Ingredients entering into the composition of a beverage should not be handled with the fingers.

Do not hesitate to dispense a patron's drink in accordance with his ideas, should he desire it.

The large and imposing apparatus entices custom; delicious beverages properly dispensed retain it.

LEMONADES.

Plain Lemonade.

Juice of	1 lemon
Pulverized sugar	2 teaspoonfuls
Filtered water	sufficient
Shaved ice	sufficient

Mix and shake well. Dress with fruit, and serve with both spoon and straws.

Apollinaris Lemonade.

The same as seltzer, substituting apollinaris water for seltzer.

Pineapple Lemonade.

Juice of	1 lemon
Pineapple syrup	2 ounces
Soda water	sufficient

Dress with fruit. Serve with straws.

Seltzer Lemonade.

Juice of	1 lemon
Pulverized sugar	2 teaspoonfuls

Fill with seltzer, stir. Dress with sliced lemon.

Egg Lemonade.

Juice of	1 lemon
Pulverized sugar	3 teaspoonfuls
One egg.	
Water	sufficient

Shake well, using plenty of ice, and serve in small glass.

Limeade.

Juice of	1 lime
Pulverized sugar	2 teaspoonfuls
Water	sufficient

Where fresh limes are not obtainable use bottled lime juice.

Orangeade.

Juice of	1 orange
Pulverized sugar	2 teaspoonfuls
Water	sufficient
Shaved ice	sufficient

Dress with sliced orange and cherries. Serve with straws.

Seltzer and Lemon.

Juice of	1 lemon
Seltzer	q. s.

Serve in small glass.

Lemon and Lime Syrup.

This may be prepared by mixing equal parts of the two syrups or by adding 12 ounces of lime juice to a gallon of lemon syrup.

The better way to serve this favorite beverage is to add a few dashes of fresh lime juice to a portion of lemon syrup at the time of serving. This is a fine morning drink; helps to "tone up" the system.—Nat. Druggist.

POWER OF THE DRUG TRADE PRESS.

SIXTH PAPER.

(Pharmaceutical and Proprietary Preparations).

*By R. R. Shuman.

SCENE—DRUG STORE.

(Enter Hardware Man.)

"Say, Doc., I'm feeling all to the bad this morning—bilious I guess. I hear that Bjinks Liver Loosener is a good thing; think it'll fix me up?"

"Give it to you if you want it, Sam; but I don't recommend it—bad after-effects—you know. If Bjinks was half as clever in making his stuff as he is in advertising it he'd carry the country by storm. But I have something that I know will do you good—make it up myself, and know what's in it."

"All right, old man, you ought to know, that's your business."

(Exit hardware man with bottle of home-made preparation.)

(Enter Mrs. Brown.)

"Good morning, Doctor; I've come to get something to take off tan and freckles; just in from the country and look like a fright. What is the very best thing you have; and is Cutozone good?"

"Cutozone? Sell it to you, Mrs. Brown, if you insist; but I won't be responsible if it leaves the skin rough and red. It is a great favorite with servant girls, and they seem to be able to stand it; but I'm afraid it would be dangerous to your delicate complexion. But I happen to have just the thing you want, Mrs. Brown—a new skin lotion that's all the rage in Paris—" (Shows her a little round porcelain box with French script all over the cover—packed in his own back room—and sells it to her for a dollar.)

(Enter Prof. Brooks—Principal of the High School.)

"Doctor, have you a mild laxative that is at the same time effective—something that one can take without fear of forming a dosing-habit—how about Figolive—I hear it highly spoken of?"

"Not Figolive for you, Professor—too violent—good enough for a teamster or laborer and I sell lots of it to them. Now here (handing him another preparation) is a new brew of harmless herbs, wholly vegetable, not unpleasant to take; and with no bad after-effects. It is meeting with widespread favor and I recommend it."

"Thank you, Doctor, for your good advice, I shall try it."

(Exit Professor with the Druggist's Favorite under his arm.)

(Enter Laborer.)

"Say, Doc.; I've got awful cramps! Gimme something quick! How about that stuff 'Tumwarmo?'"

"Fine thing, my lad, for children and for women who like medicine that tastes nice—but not the stuff for a big, strong man like you. Here's what you want: Samson's Bitters—awful stuff to take, but goes right to the spot; only a quarter a bottle."

(Youth takes a dose, shudders, then grins, and goes out happy, with the bottle in his tobacco pocket.)

Mr. Manufacturer: What earthly show have you or your goods when you don't have the retail druggist on your side?

You may spend a fortune in advertising to the public, but as long as the druggist is not your friend you are playing a losing game.

Get the Druggists' Friendship.

How can you make the druggist be your friend? Just two ways:

Arrange your selling plan so that the druggist has a liberal profit—so liberal that it is not worth his while to compound a preparation to imitate or compete with yours—and

Then tell him about it in his own Drug Journals.

Rules for Winning the Druggist.

If you want the retail druggist to work with you and for you:

(1) Give him at least the 2-4-8 dollar prices on your 25c., 50c., and $1.00 goods—more if possible, even if you have to cut out the jobber to do it.

(2) Help him with general advertising and particularly with good show window and store display advertising.

(3) Tell him, through the DRUG JOURNALS, that you trust to his salesmanship. Explain in your Drug Journal advertising how you mean to help (not force) him by general advertising; how you have provided for his profits first. Tell him about your goods, of course, but don't try to sing the same song to him that you sing to the public. That's an advertising agency trick—putting consumer copy into trade journals—saves writing special copy, you know.

(4) Appropriate $5,000 to $7,500 a year for Drug Journal advertising—and use ALL the good journals—they all have their influence, their friends and subscribers.

(5) Use FULL PAGES in every Drug Journal you select, and change copy every issue. Don't stultify yourself in advance by hiding in a poor little corner of a page, for cheapness' sake. That puts you down as a piker—self-confessed—no matter how big and rich you are. And remember that a costly campaign in general mediums contrasted with a niggardly campaign in the Drug Journals has only one meaning to the Druggist; that you are trying to club him into submission. If you have only enough advertising money to do one thing—spend it in the Drug Journals—and do that advertising RIGHT.

(6) Keep everlastingly at it. Don't expect the first "call" your full page ad. makes on a druggist to land his business any more frequently than your travelling salesmen sell on their first calls. And remember that it costs less than ½ cent a call—full page—when you use Drug Journals that you can make two million full page calls a year for just about what it would cost to keep one first class travelling salesman on the road.

Do these things and you'll get a big share of the hundred million dollars that Druggists of the United States and Canada spend for proprietary and pharmaceutical preparations.

Toronto, August 1st, 1910

MR. DRUGGIST,--

We have a money maker for you.

A well advertised article that sells itself. Your customers will thank you for introducing WONDER-SHINE to them, and will bring in their friends to purchase more.

WONDER-SHINE is the newest--it cleans tarnished gold and silver instantly, without rubbing, and without any injury to the article cleaned.

WONDER-SHINE will clean more silver in half an hour than paste or polish in half a day, and clean it better.

There is Money in It for You.

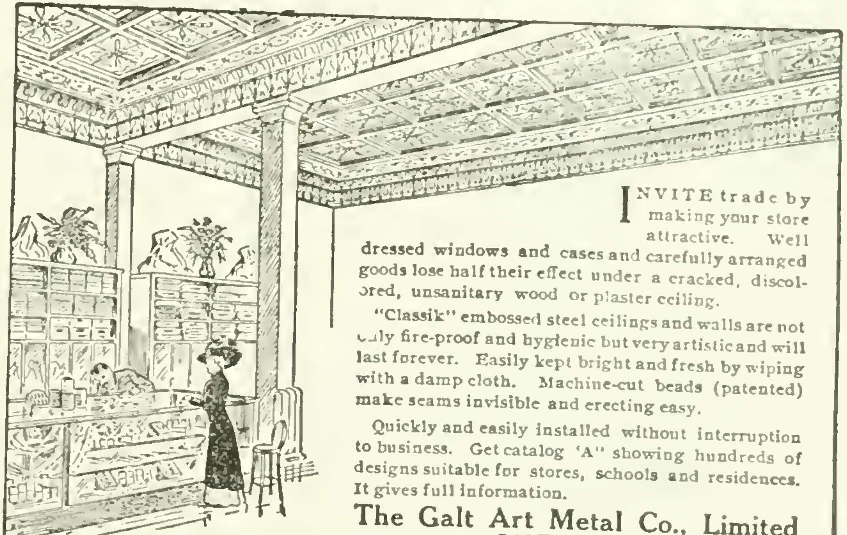
We are so sure that you will want more WONDER-SHINE when you have once tried it, that we will send you a full size 25c package FREE for the asking, prices, etc., with it. (Use your letter head.)

Yours truly,

Household Convenience Co., Limited

WONDER-SHINE makes Gold and Silver smile **TORONTO**

In
Replying
to this Ad.
Mention
The
Canadian
Druggist.



INVITE trade by making your store attractive. Well dressed windows and cases and carefully arranged goods lose half their effect under a cracked, discolored, unsanitary wood or plaster ceiling.

"Classik" embossed steel ceilings and walls are not only fire-proof and hygienic but very artistic and will last forever. Easily kept bright and fresh by wiping with a damp cloth. Machine-cut beads (patented) make seams invisible and erecting easy.

Quickly and easily installed without interruption to business. Get catalog 'A" showing hundreds of designs suitable for stores, schools and residences. It gives full information.

The Galt Art Metal Co., Limited
GALT, ONTARIO 14
WINNIPEG—DUNN BROS.

Galt "Classik" Ceilings

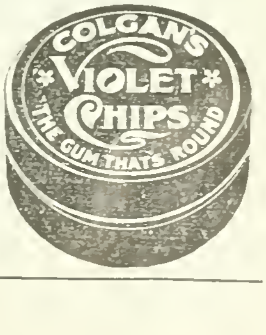
"The Gum that's Round"

These popular Chewing Gums may now be obtained from all Wholesale Drug Houses.

The quality and flavor, helped by liberal advertising, has created a demand all over the Dominion.

Show Cards, etc., on Application

THE SUNDRIES IMPORT CO. (Canadian Sales Agents)
Cor. Augusta Ave. and St. Patrick St., . TORONTO



LEGG BROS
ENGRAVING & CO.

DESIGNING & ENGRAVING
5 JORDAN ST
TORONTO CANADA

E. MORRIS & CO.

(Wholesale)

STATIONERY
SCHOOL SUPPLIES
POSTCARDS

LOCAL VIEW POSTCARDS

We have the exclusive handling of the Products of Three of the leading German Postcard Factories — Specialists in their own particular style of card.

CHROMOTYPE
BLACK and WHITE
HAND-COLORED
SEPIA—BROWN
MARINE—BLUE

PRICES FROM $4.50 m.

Write for samples, which will convince you that we are showing HIGH GRADE cards only.

VANCOUVER, B. C.

Major's Cement

You don't only make a friend by selling reliable goods, but a customer as well. If you sell a person an inferior cement, to earn a better profit, and it does not give satisfaction to the purchaser, he or she in all probability will condemn all cements and never buy another bottle of any kind thus you lose in the end any way.

If you always sell the best even at a lesser profit you will gain the good will of the buyer and consequently sell more. Thus the increase in sales will more than make up for the difference in profit and will be further ahead than if you sold the less reliable goods, both in reputation and financially.

The above is true with the majority of goods but more so with cement as it is an article that is not a necessity and the demand for it can be easily killed. We do not avoid expense in manufacturing the best article of its kind and give you the best that can be had on the market.

D. WATSON & COMPANY
442 St. Paul St., Montreal, Canada

MAJOR MANUFACTURING CO., A. Major, Pres.
461 Pearl St., - - - New York City

PAP SAG

Tablets

DYSPEPSIA

"The only way to cure a bad case of Dyspepsia is to take one or two Pap-Sag Tablets in a little warm water, after each meal. Not to observe this simple and easy rule is to remain depressed with all kinds of stomach disorders, such as Heartburn, Fetid Breath, Gastritis, Flatulence and Indigestion."

This advertisement will appear in all the papers.

We have no salesman on the road to take up your time.

Druggists will please order from their jobbers or direct at the following prices:

PAP-SAG (Dyspepsia Tablets)

1 Doz	4.50
3 "	4.25
6 "	4.25
12 "	3.75

The Pap Sag Co.
Montreal

B. C. PHARMACEUTICAL ASSOCIATION

(Continued from page 182)

and promise given to have the matter attended to instanter.

The committee appointed to revise the Poisons Schedule A & B of the Pharmacy Act, then reported. The council considered the report carefully, and decided to amend it in some particulars, one being a suggestion from the committee to place carbolic acid (pure) on Schedule A and carbolic acid (crude) on Schedule B. It was finally decided to leave carbolic acid on Schedule B and on motion of Joseph H. Emery, seconded by R. R. Burns, the report was adopted as amended.

Report.

Report of committee appointed at the regular meeting of the Council of The B. C. Pharmaceutical Association, held in Vancouver, Nov. 17th, 1909, to "formulate an amendment to Schedules A and B of The Pharmacy Act and Amendments, with a view to their re-arrangement."

To President and Council assembled:

Gentlemen,—We, your committee, beg to report as follows:—

We have gone carefully through the Schedules A and B of The Pharmacy Act, 1891, and Amendments 1895, 1904 and 1907, and, acting upon the general opinion entertained on the subject have the honor to submit the following amended schedules which we think will meet with the immediate approval of the Lieutenant-Governor-in-Council, when submitted according to Section 17 of The Pharmacy Act. The work of the committee, as we understand it, was that of re-arranging rather than deleting or addition, and save, in the placing of Corrosive Sublimate (Antiseptic) Tablets and certain medicines sold largely in pill and syrup form in Schedule B, under certain conditions, we have proposed no radical changes. We may mention in explanation, that it appears to us to guard the public health to a greater extent to place the caution "Poison" on these articles with the name and address of the chemist and druggist, as will be necessary by the proposed amended law, than to have them scattered broadcast with no cautionary label whatever as at the present time. The schedules as amended are herewith submitted:—

Schedule A.

Aconite, Aconitine, and their preparations.
Alkaloids—All poisonous vegetable alkaloids, not specifically mentioned in this Schedule, and their Salts, and all poisonous derivatives thereof.
Arsenic and its preparations except as provided in Schedule B, Note I.
Atropine and its Salts and their preparations.
Belladonna, and its preparations excepting Belladonna Plasters, and as provided in Schedule B, Note I.
Cantharides and its preparations.
Chloral Hydrate.
Cocaine, any preparation or admixture thereof.
Corrosive Sublimate and its preparations, excepting Corrosive Sublimate (Antiseptic) Tablets as provided in Schedule B, Note 2.
Cyanide of Potassium and all metallic cyanides.
Ergot of Rye, and its preparations.
Essential Oil of Almonds unless deprived of Prussic Acid.
Euphorbium.
Nux Vomica, and its preparations.
Opium, and its preparations except Paregoric and Syrup of Poppies.
Oil of Tansy.
Picrotoxin.
Prussic Acid.
All Pest Destroyers of a Poisonous nature except Fly Paper.
Savin and its Oil.
St. Ignatius Bean.
Strychnine and its preparations, except as provided in Schedule B, Note I.
Tartar Emetic.

Schedule B.

Not I—Arsenic, Belladonna and Strychnine when combined with other ingredients in preparations of Pills, Capsules, Tablets, Elixirs or Syrups in doses not exceeding those of the British Pharmacopoeia and generally recognized as safe medication.
Note II. Corrosive Sublimate (Antiseptic) Tablets, containing not more than 7.3 grains of Corrosive Sublimate in each tablet, and used for antiseptic purposes only.
Acid, Carbolis.
Acid, Oxalic.
Beans, Calabar.
Chloroform.
Digitalis and its preparations.
Elaterium.
Ether.
Goulard's Extract.
Hellebore.
Hyoscyamus and its preparations.
Iodine and its preparations.
Lead, Acetate.
Mercuric Iodides.
Oil Croton, and Seeds.
Phosphorus.
Precipitate, Red and all oxides of Mercury.
Precipitate, White.
Sulphonal.
Verdigris.
Zinc Sulphate.

All of which is respectfully submitted.

JOSEPH H. EMERY,
JOHN COCHRANE.

Re the Act to Regulate the Sale of Poisons for Agricultural Purposes—The committee on the B. C. Gazette was instructed to see whether the regulations, as recently passed, have been duly gazetted, by motion of John Cochrane, seconded by E. S. Knowlton.

The committee on Reciprocal Relations reported through J. H. Emery. The report was discussed and amended by the Council in committee of the whole and was finally passed as amended by motion of J. H. Emery, seconded by J. L. White. The report as amended follows:

The Council of the B. C. Pharmaceutical Association:

Gentlemen,—We, your committee appointed on Reciprocal Relations, beg leave to report as follows:

That we do not consider it in the best interests of The B. C. Pharmaceutical Association to re-establish reciprocal relations at the present time with any Association. That in view of the fact that a majority of the graduates of other associations presenting themselves for examination during the last few examinations held by our Association were unsuccessful, we consider it as only fair and just to our own students to have our Diploma obtainable only by examination. And in view of the fact that aur Association does not prohibit graduates from outside associations from registering as Certified Clerks, and in that capacity enjoying all the privileges of a Licentiate of Pharmacy in this Province excepting the managing or conducting of a store on their own account, that there is little or no hardship worked on applicants for registration. That the further privilege of trying our qualifying examination for Licentiate of Pharmacy at the first opportunity available be extended to such graduates from outside associations. That students who began their apprenticeship and served their time in the Province of B. C. and obtained the Official Qualifying Certificate for Licentiate of the Province of Ontario or the North-West Territories prior to June 9th, 1910, shall be entitled to registration without examination upon payment of the sum of fifty dollars. All of which is respectfully submitted.

JOSEPH H. EMERY,
JAMES W. BROWNE.
(Registrar.)

The half-yearly statement of the treasurer was then read and on motion of J. H. Emery, seconded by J. L. White, adopted.

The Council B. C. Pharmaceutical Association.

Gentlemen,—I beg to attach herewith Treasurer's report for the half-year ending May 31st, 1910:

Receipts—

Bal. in Bank Nov. 17, '09	$ 440.18
Fees and dues	1,680.85
	$2,121.03

Expenditure—

Council expenses	$ 210.00
Examination expenses	193.85
B. C. Record account	201.00
Printing and stationery	13.25
Salaries	150.00
Rebate on registrations	62.00
Sundry disbursements	149.40
Balance in Bank as per Bank book	1,141.53
	$2,121.03

Savings Bank Account—

Amount as per last statement	$3,238.89
Interest allowed	48.56
Bal. as per Savings Book	$3,287.45

Division of the Province into Districts for Election Purposes—The Council then took up the question of the advisability of dividing the Province into districts for election purposes.

The following report was finally drafted for presentation at the annual meeting:

To the President and Members of the B. C. Pharmaceutical Association:

Gentlemen,—Your Council, instructed to consider the advisability of dividing the Province of British Columbia into electoral districts for the purpose of electing the Council, beg to report as follows:

That in the opinion of the Council the time is not opportune for the division of the province into electoral districts for the purpose of electing the Council owing to the changing conditions in the northern portion of the province.

All of which is respectfully submitted.

Frank J. MacKenzie (Pres.), John Cochrane (Vice-Pres.), Councillors R. R. Burns, J. L. White, E. S. Knowlton, Joseph H. Emery.

A communication from W. C. R. Allan, late of the New Brunswick Pharmaceutical Association, was read, asking for registration without examination. The registrar had already replied stating inability to grant request. Moved by E. S. Knowlton, seconded by J. H. Emery, the Council endorse the action of the registrar in this matter. Carried.

The B. C. Detective Service report was read by the registrar.

An Anti-Morphine and Cocaine Bill—As a direct result of this enquiry, the following resolution was passed: Moved by R. R. Burns, seconded by J. H. Emery, that the president, with J. H. Emery and John Cochrane be a committee to draft a Bill to be submitted to the Provincial Legislature at its next sitting, prohibiting the sale of morphine and cocaine except by physicians' prescriptions.

Accounts to the amount of $168.50 were read and on motion of R. R. Burns, seconded by J. H. Emery, authorized paid.

Moved by John Cochrane, seconded by R. R. Burns, that the expenses of this Council be paid. Carried.

To Affiliate with the B. C. University—Moved by E. S. Knowlton, seconded by J. L. White, that this Council is of the opinion that the B. C. Pharmaceutical Association should take necessary steps to affiliate with the British Columbia University as soon as established. Carried.

Moved by R. R. Burns, seconded by J. H. Emery, that this Council adjourn. Carried.

The Annual Meeting.

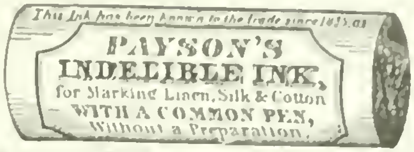
The twentieth annual meeting of the B. C. Pharmaceutical Association was held in the Association rooms, Hastings street, at 3 o'clock p.m., June 9th, President Frank J. MacKenzie in the chair.

THE QUEEN HOTEL
Halifax, N.S.

FIREPROOF

Electric Passenger Elevator
Accommodation for 300 Guests
Forty Rooms with Private Baths
BUILT FOR YOUR SAFETY AND COMFORT

JAMES P. FAIRBANKS, Proprietor


This Ink has been known to the trade since 1835 as
PAYSON'S
INDELIBLE INK,
for Marking Linen, Silk & Cotton
WITH A COMMON PEN,
Without a Preparation.

THE OLDEST - THE BEST

Received Medal and Diploma at Province of Quebec Exposition, Montreal, 1897
Trade supplied by all leading Drug Houses in the Dominion

NO! THIS IS NOT AN ADVERTISEMEMT IT IS A "HORRIBLE EXAMPLE."

I put it here to show how NOT to do it

And I let it stand from issue to issue for the same educational purpose.

Then, to make my point unmistakably clear, I have purposely crowded into this cheap little space "copy" that should have a page.

This sort of thing costs very little per issue—and is worth it!

I despise "cheap" things, and if this thing (it isn't an advertisement) doesn't look cheap, I miss my guess. At that, it is better than the average "standing card" because it SAYS something.

I estimate that a full page advertisement is worth 40 times as much as an eighth-page "card" in its real advertising value; a half-page 10 times as much as an eighth; a quarter-page 3 times as much, and a 1-inch card, not only valueless, but an absolute damage to the financial standing of the man perpetrating it.

Let me tell you how I can help you make money out of real advertising in this splendid Journal.

Send for my tract "A Cure for the Card-Habit."

I hate to put my name to this awful thing, but here goes:

R. R. SHUMAN, Trade Paper Copy Specialist
440 Wells Street, CHICAGO

ESTABLISHED 1891

Common Sense
Vermine Exterminators

—TWO KINDS—
NO SMELL

RATS and MICE

Roaches and Bed-Bugs

IT DRIES THEM UP

Most infallible remedy known. Retains its strength for years.
Sold in every Country in the World.
Sold by all Jobbers:
TORONTO, ONT. BUFFALO, N.Y. LONDON, ENG.

DON'T DO IT

Don't place your order for Clinical Thermometers until you have given us a chance to show what we are offering in quality and prices.

Our representatives are carrying sample lines of the grades we have in stock.

Some of the good ones:-

Standard Lens, 2 minute, a good cheap line.
Belleview, 1 minute, the kind the nurse likes.
Facile 228, 2 minute, just a little better.
Facile 228, 1 minute, always a good seller.
Crystal Lens, ½ minute, hand-finished at reasonable price.
Rapise, 1 minute, made for particular nurses and physicians.

If you need any at once, write for prices that will soon convince you that you have found the right place to buy right thermometers.

J. STEVENS & SON CO.
LIMITED
145 Wellington Street West, TORONTO.

See Our Range of

"ARLINGTON"

"Pyralin" Combs

Before Ordering Elsewhere

We have a nice assortment at A1 value and they are unsurpassed for durability.

We also manufacture INFANTS' TEETHING RINGS.

The Arlington Co., of Canada
LIMITED

East
Duncan Bell,
Montreal

West
John A. Chantler & Co.,
Toronto.

The following members were present: C. D. Gillanders, R. R. Burns, Geo. H. Cameron, E. R. Gordon, Charles Nelson, R. G. Wood, W. E. Law, H. W. Ferguson, E. S. Knowlton, C. G. Mills, A. E. Marett, A. Kalbfleish, R. C. Boyle, J. L. White, J. Cochrane, L. G. Henderson, C. E. Netherby, J. H. Emery, J. W. Browne (Sec.-Reg.-Treas.)

The minutes of the last annual meeting held in Victoria were then read and adopted on motion of E. S. Knowlton, seconded by C. G. Mills.

The report of the Council was then read by the Registrar covering meetings held in June, 1909, November 17th, 1909, February 16th, 1910, and June 9th, 1910. Moved by C. G. Mills, seconded by E. S. Knowlton, that the report of the Council be adopted. Carried.

John Cochrane, as a member of the committee on the proposed amendments to the Poison Schedules A and B of the Pharmacy Act, briefly outlined the principal changes, and gave the reasons for the alteration. All of which met with the entire approval of the members present.

The registrar's and treasurer's annual statement was then read by that officer and adopted on motion of E. S. Knowlton, seconded by J. H. Emery.

The report follows:

The B. C. Pharmaceutical Association:

Gentlemen,—I beg to submit herewith registrar and treasurer's report for the year 1909-1910 as follows:

During the year twenty-five names have been added to our list by registration as licentiates, twelve as certified clerks and twenty-nine as apprentices and eleven names have been placed on the retired list, leaving membership at present as follows: Licentiates, 202; certified clerks, 36; and apprentices, 70.

In the examinations held by the Board of Examiners nine were successful in the senior and five in the junior.

Prompt payment of the annual dues by the members of the Association is still a source of trouble with some. There is in my mind no reason why there should be, as at the present three licentiates, two certified clerks and five apprentices who have not paid their annual fee for the year just ended.

Cash statement is as follows:

Receipts—	
Bal. in Bank, June 1, 1909	$ 887.38
Fees and dues	2,418.85
	$3,306.23

Disbursements—	
Council expenses	$ 364.35
Examination expenses	331.60
B. C. Record account	402.00
Printing and stationery	44.70
Salaries	300.00
Rebates on registration	186.00
Expenses Delegate C.P.A. at Banff	98.00
B. C. Gazette account	75.50
Rent	60.00
Sundry expenditure	302.55
Bal. in Bank as per Bk. Book	1,141.53
	$3,306.23

Savings Bank Account—	
Amount as per last audit	$3,195.97
Interest allowed	81.48
Bal. in Bank as per Savings Book	$3,287.45

The auditors' report was then given verbally by Leslie G. Henderson, who with his colleague, R. G. Wood, has found everything satisfactory.

The President's Address.

Then followed the annual address of the president which was listened to with much interest:

To the Members of the British Columbia Pharmaceutical Association:

Gentlemen,—At this the twentieth annual meeting of our Association, which marks the close of my term of office, in accordance with the custom of my predecessors in this position, I take the oportunity to review the work of the Association during the past year and of making some few comments bearing on the future.

The chief characteristic of my address—if it can be called such—is brevity. When one year ago I accepted the office of president from the council I did so with mingled feelings of pleasure and regret; pleasure that you had confidence in me sufficient to elect me to that honorable position, and regret for my lack of ability to fill that office in as capable and efficient a manner as it has been filled in the past.

The members of this Association have indeed chosen their councils in the past wisely and well. I am convinced of that as by their foresight and careful management they left very little indeed for the council of 1909 and 1910 to do. True it is we have the "cut-rate" evil with us in a more active form than ever before in the history of the province. Some consolation may be derived from this in that it has resulted in bringing about a more friendly feeling and a better trade relationship amongst the various members of our fraternity. It has been brought home to them now, more than ever before, that it is absolutely necessary to organize and co-operate in order to fight any enemy that may attack our common interest. We trust each other and act in unison in order to accomplish anything. Those firms who have successfully maintained a full retail price for their products should have our hearty and energetic support.

The question of whether or not we should grant admission to our ranks on production of a Canadian or Imperial diploma without further examination is a matter worthy of careful consideration by us. This great Western Province might well show its greatness by acting, in consideration of this matter, along broad lines.

I am of the opinion that more stringent and effective legislation is desired in respect of the sale of morphine, cocaine and other narcotics, and this matter should receive your careful attention.

The delay in the division of the province into electoral districts in order to adjust the representation more equitably is, I think, fully justified by the rapid changes in this province, due to the increased immigration and to the immense development of all parts of the province, especially the new North. To make "haste slowly" would be, to my mind, the wisest course for us to pursue in this matter.

I congratulate Mr. Percy Rogers on his success in obtaining the Henderson Medal, the first year of its presentation. May he live long to point with pride to this proof of his high standing in the Class of 1909.

I think I voice the regret of all at losing from our Examining Board the familiar face of H. H. Watson, who has for years taken an active interest in the educational branch of our Association. While regretting the departure of Mr. Watson we welcome Mr. Cameron as his successor, and trust that his work will be as satisfactory in the future as Mr. Watson's has been in the past.

I note the activity of the Government of the Province of British Columbia in establishing the University. I should suggest to the Association the need in the future of pressing upon the Government the necessity of establishing a Department of Pharmacy in connection with the University.

I am of the opinion that we should at all cost maintain our interests in the Canadian Pharmaceutical Association and send a delegate from this Province to the annual meeting this year at Halifax, Nova Scotia.

I wish to thank the different members of the council for their careful attention to the duties of their office, and to record with pleasure the prompt and painstaking manner with which the work of the secretary-treasurer is performed. Let us not forget also our faithful friend, the "Record," whose monthly visit to our desk is welcomed with increased interest each month.

In concluding, I wish to record, and I know that I am voicing the sentiments of every member of this Association, when I express our great regret at the loss we have sustained in the death of our beloved King, "Edward the Peacemaker." I have no doubt also that I voice your sentiments in expressing our loyalty and devotion to our present King, George V.

I thank you one and all for your kind consideration and bespeak for my successor the same generous treatment.

FRANK J. MACKENZIE.

J. H. Emery, in moving a hearty vote of thanks to the president for his carefully thought out and highly instructive address, referred to the work the president had rendered the Association in his capacity as legislator, and expressed his opinion that the Association could rely upon his continued interest in the welfare of the Association in the future.

E. S. Knowlton was pleased to second the vote of thanks, and in doing so fully concurred with the previous speaker's remarks; there was need for a friend at court always, and we had that friend in Frank J. MacKenzie. He had no doubt hat some valuable aid would be given when the proposed Bill for the prohibition of habit-forming drugs came before the Assembly.

The vote was put by the registrar to the meeting and carried enthusiastically.

President Frank J. MacKenzie thanked the members for the kind expressions of confidence in his ability and assured them that he would do at all times all in his power in the interest of the Association.

Election.

The president then appointed R. R. Burns, C. D. Gillanders and R. C. Boyle as scrutineers and a recess was called while the ballots were being counted.

On being called to order the scrutineers reported as follows:

Total number of ballots cast—160.

Spoiled ballots—3.

J. H. Emery, 104; E. S. Knowlton, 89, F. J. MacKenzie, 72; C. G. Mills, 52; W. Rutherford, 40; C. E. Netherby, 29; D. S. Curtis, 28; R. E. Berry, 21; Thos. Hardy, 7; W. J. McCutcheon, 5.

The president then declared the following elected councillors for the ensuing two years:—Joseph H. Emery, Victoria; E. S. Knowlton, Vancouver; F. J. MacKenzie, New Westminster.

Leslie G. Henderson and R. G. Woods were reappointed auditors for the ensuing year.

The secretary then read the report of the council (as given in the council proceedings).

The next order of business was the election of delegates to attend the annual meeting of the Canadian Pharmaceutical Association at Halifax in September.

E. S. Knowlton spoke at some length of the benefits derived from the meetings of the Canadian Pharmaceutical Association, and referred to the action taken at Banff with regard to restraining the cutting evil. He regarded the Banff meeting as the most successful yet held. There was a splendid feeling engendered and the West clapped hands with the East in all questions of commercial uplifting. He intended going anyway, for he could not afford to miss such a grand opportunity.

Chas. Nelson also added his testimony to the value of the meetings. He thoroughly concurred with what Mr. Knowlton had said; he went to Banff somewhat prejudiced against the Association, but he had not been in the meeting long before his opinions changed, and he had attended and enjoyed every session, and though not a delegate had taken an active part in the transactions. Personally he hoped to be in Halifax this year and he had much pleasure in moving that a delegate be sent.

John Cochrane thought we should consider whether the benefit derived would be commensurate with the outlay. He thought that the Canadian Pharmaceutical Association had accomplished some splendid work, witness the Patent and Proprietary Act, but he hoped that they would not be content to meet and pass resolutions only. There must be results, and action taken. The present meeting was a small representation of the province, but it had power to carry out the wishes of the majority, which had been in favor of a delegate when a referendum vote was taken two years ago.

The president then declared nominations in order for delegate to Canadian Pharmaceutical Association meeting at Halifax, and Messrs. Nelson, Burns, MacKenzie and Knowlton were nominated. The third and final gave Burns 12, MacKenzie 7, and **R. R. Burns was declared elected delegate** from this Association to the Canadian Pharmaceutical Association.

R. R. Burns briefly thanked the Association for the honor bestowed upon him and gave assurance that he would do his best to merit the confidence. He called attention to the fact that he is the first delegate elected by ballot.

President MacKenzie remarked that on previous occasions there had been only one nominee, hence the ballot.

John Cochrane then nominated Chas. Nelson as second delegate, which nomination was carried unanimously.

The Report of The Record.

The editor then read the annual statement of The Record, which was well received, and on motion of John Cochrane, seconded by E. S. Knowlton, the grant was ordered continued. The report follows:—

To the Officers and Members of the B. C. Pharmaceutical Association:

Gentlemen,—It affords us pleasure to be able to report once again at the close of another year, and while we do not propose to take up much of your time, we desire to acknowledge the continued interest taken by the membership in the welfare of the magazine now recognized as the official journal.

It has been our endeavor as managing editor to present a newsy, and instructive monthly, and we have tried to give as much of interest from current literature as the space at our command would permit. We recognize that the wholesale firms and jobbers are beginning to see the value of the journal as an advertising medium and we hope this interest will increase as it means a larger paper, and increased possibilities. As our province grows we look to the Record as one of the best means of keeping the Association in touch with its officials, and if we have the co-operation of the readers in furnishing news items, original papers, or notes on practical work in the pharmacy, the future success of the journal is assured.

We apend the yearly statement:

By received from the B. C. Pharf. Ass'n....	$402.00
To paid for Printing, Binding and Mailing 12 issues of the Record................	$637.32
" Paid for Cuts during year 1909-10......	17.75
" Paid Correspondents, Lectures, Postage and other Office Expenses............	75.00
	$730.07

JOSEPH H. EMERY,
Managing Editor.

Victoria, June 19th, 1910.

On the question of the annual banquet John Cochrane thought that the time had arrived when a substantial increase should be made to the amount usually voted for the annual banquet; while $50.00 might have been sufficient years ago it certainly would be a long way from sufficient now. If $100 was not sufficient make the annual appropriation $125.00.

E. S. Knowlton said that as a matter of fact the sum voted had never been enough and had always to be supplemented by the local association as in the present case.

It was finally moved by E. S. Knowlton, seconded by R. C. Boyle, that the council hereafter be empowered to furnish the necessary amount for the annual banquet.

Moved by R. R. Burns, seconded by Chas. Nelson, that this meeting adjourn to meet in New Westminster June, 1911. Carried.

The First Meeting of the New Council.

Immediately after the annual meeting of the Association the council met to elect officers. The registrar took the chair.

Moved by R. R. Burns, seconded by E. S. Knowlton, that the president and vice-president be continued in office for another year. Carried.

Moved by J. H. Emery, seconded by R. R. Burns, that James W. Browne be elected Sec.-Reg.-Treasurer for the ensuing year at an increase of salary of 60.00 annually. Carried.

Moved by John Cochrane, seconded by J. H. Emery, that this Council adjourn to meet at the call of the president. Carried.

The Annual Banquet.

The annual banquet of the Association proved a most successful and thoroughly enjoyable affair. It was largely attended and passed off with the greatest eclat.

The president, Mr. F. J. MacKenzie, occupied the chair. The various toasts of "The King," "Canada," "British Columbia," "Vancouver," "The B. C. Ph. A.," "Pharmacy Law," "The Board of Examiners," "The Modern Dispenser," "The Medical Profession," "The Wholesale Drug Trade," "The Drummers," "The Press," "The Registrar" and "The Ladies," were all enthusiastically honored and ably responded to, thus rounding up the twentieth annual gathering.

THE LEADING LINE!

BEECHAM'S PILLS

Notice to the Trade.

The proprietor of Beecham's Pills begs to notify the Retail Drug Trade of Canada that he has made fresh arrangements for the wholesale distribution of Beecham's Pills throughout the Dominion, whereby the following firms will, until further notice, act as distributing agents :—

All branches of the National Drug and Chemical Co. of Canada, Limited
Messrs. Lyman's Limited, Montreal
Messrs. Lyman Bros. & Co., Ltd., Toronto
Messrs. Martin Bole & Wynne Company, Winnipeg

Retailers should apply to the above firms for revised prices for small quantities, and further reduced price for half-gross lots. Beecham's Pills are being largely advertised, and the demand is rapidly increasing.

Cooling Drinks
for
Hot Weather

Royal Crest Lime Juice, qts.	$2.25	doz.
" " pts.	1.50	"
Sherbet, ¼ lbs.	1.25	"
Grape Saline, ¼ lb.	1.50	"
Mag. Citrate, ¼ "	1.65	"
" " 1 "	4.00	"
Soda Phosph. ¼ "	1.75	"
" " 1 "	4.80	"
Ontario Grape Juice, pts.	2.25	"
" " " qts.	4.25	"
Magi Caledonia Water, pts., per case of 50	4.50	
Magi Caledonia Water, splits, per case of 50	3.75	
Orangenade	2.25	"
Lemon Kali,	.20	lb.
Suchard's Fountain Chocolate	.50	lb.

E. G. WEST & CO.
Wholesale Druggists and Manufacturing Chemists
176 King St. East, Toronto

HORLICK'S MALTED MILK

The tired and warm customer likes a cold drink with an invigorating "body" to it. Let him try this afterwards he will ask for it.

HORLICK'S MALTED MILK with ICE CREAM

Vanilla Syrup (or any flavor) ...	**1½ oz.**
Uncharged Water	**½ glass**
Horlick's Malted Milk	**1 tablespoonful**

Shake thoroughly till dissolved, strain and add Ice Cream, fill glass with plain Soda (fine stream). Serve with spoon.

We will be pleased to send attractive Cold Soda Advertising material free and prepaid, on request.

HORLICK'S MALTED MILK CO.
Racine, Wis.

GILMOUR BROS. & CO., Sole Agents, MONTREAL

1835 Lyman's 1910

Summer Specials

Lyman's Blackberry and Jam Ginger
Lyman's Walk Easy Foot Powder
Lyman's Violet Perfumed Ammonia
Lyman's Mosquito and Black Fly Cream
Lyman's Mosquito Oil
Lyman's Fluid Magnesia

Crushed Rose and Crushed Violet Talcum Powder

The LYMAN BROS. & COMPANY, Limited
Toronto, Canada

Canadian Druggists !!

YOU GET FULL PROFITS ON Nature's Remedy
REG. U.S. PAT. OFFICE
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WRITE TO-DAY for our Special Proposition. It's a live one—one that will make good and do it quick.

TO PROTECT YOUR PROFITS

We have discontinued selling Nature's Remedy through Jobbers, and all orders will be filled direct, prepaid.

PERSONAL.—If you have never used Nature's Remedy, we would like to send you a box free for personal use. It is the most satisfactory laxative on the market and is used and recommended by thousands of the best druggists the world over. Let us show you. Write for free box and proposition. **DO IT NOW.**

The A. H. Lewis Medicine Company

ST. LOUIS MO. **SMITH'S FALLS, ONT.**

Deodorant Powder.

Boric acid	$1\frac{1}{2}$ ounces
Pulverized talcum	3 ounces
Pulverized starch	12 ounces
Oil of eucalyptus	1 dram

Triturate the talcum with the oil of eucalyptus, then add the boric acid and starch and rub well in a mortar before passing the finely triturated powder through a sieve.

Paraffin-oil Cold Cream is made as follows: Melt 9 pounds of white wax, add 4 gallons of white paraffin oil, heat until the liquid clarifies; then pour into a solution of ½ pound of borax in 11½ pints of distilled water, re-apply heat and stir until snow-white. Add 3 ounces of oil of rose geranium, stir and pour into jars.

Stearin Cold Cream is made by heating 30 Gm. of pure stearic acid with a solution composed of 20 Gm. sodium carbonate, 5 Gm. borax, 25 Cc. glycerin and 400 Cc. witch hazel water, U.S.P., in a capsule on a water bath until effervescence ceases. Then remove from the heat and when it begins to stiffen add alcohol, 30 Cc., oil rose geranium 10 Cc., mucilage of tragacanth 100 Cc. Mix well, permit to harden, re-apply heat, beat up again until smooth and creamy, and fill in jars or tubes.—Pros. Penn. Pharm. Assoc.

Dostrah Preparations.

These constist of a powder, an ointment and a tincture, and are stated to have the following compositions respectively:

Dostrah Blood Purifier, a powder containing 10.0 magnesium oxide, 20.0 magnesium peroxide, 29.75 each sugar and milk sugar, 5.0 each starch and citric acid, 0.4 pepsin, and 0.1 powdered licorice root.

Dostrah Ointment is composed of: Magnesium oxide, 20.0; lanolin, 40.0; vaseline, 40.0; white wax, 10.0; boric acid, 10.0. Recommended for herpes, eruptions, boils, wounds, etc.

Dostrah Tincture, recommended for rheumatism, is said to be composed of camphor, 30.0; turpentine (oil Rep.), 30; menthol, 50.0; tincture of myrrh, 10.0; terpineol, 30.0; alcohol, 50.0.—Pharm. Zentralh.

Eczema Remedies.

Diluted alcohol	6 ounces
Glycerin	6 fluidrams
Cologne	6 fluidrams
Tincture of benzoin	3 fluidrams
Salicylic acid	60 grains
Menthol	60 grains

After applying this, the following powder should be dusted on freely:

Rice powder	240 grains
Talcum	120 grains
Zinc oleate	60 grains
Bismuth subnitrate	30 grains

Repeat every two or three hours.

Sometimes on account of the intense itching, it is necessary to apply a cooling preparation; a solution of thymol 1:1000 is very good.

Continue the cooling treatment (thymol) as long as the active stage lasts, and then use a mild ointment containing substances that influence the inflammation, such as the following formula

Cold cream	1 ounce
Petrolatum	1 ounce
Zinc oxide	½ ounce
Bismuth subnitrate	75 grains
Ichthyol	50 grains
Carbolic acid	15 drops

Apply twice a day. Use in the mild stage.

Ointment for Brittle Nails.

Zinc oxide, 10; calcium glycerophosphate, 10; sodium arsenate, 0.5; pilocarpine nitrate, 1; nux vomica extract, 5; cochineal q.s. to give a deep red tint; vaseline, 100. Apply to the nails at bedtime. Supplement to Nouveaux Remedes, 1909, 26, 2.

Syrup Phenolphthalein.

Phenolphthlein	0.30 grams
Alcohol (90 per cent.)	25 Cc.
Syrup of orange, to make	69 Cc.

For adults the whole is taken at a dose, and for children 12 years one-third of the amount.

Liquor Formaldehydi Saponatus.

Solution of caustic potash	26 grams
Alcohol (sp. gr. 0.830)	10 grams
Redistilled oleic acid	20 grams
Formaldehyde solution (40%)	44 grams
Lavender oil	3 drops

Plaster for Aborting Boils.

Salicylic acid, 2; soap plaster, 3; diachylon plaster 4.—Formulary of Nouveaux Remedes, 1909.

Glycerin-Honey Gelatin.

Ernst Richter gives the following formula in use in the municipal hospital of Frankfurt, a M., where it is used as a substitute for "Kaloderma": 150 Gm. of gelatin are softened in 1,800 Gm. of distilled water for two hours, 6,000 Gm. of glycerin are added, and the mixture is heated on a steam bath until the gelatin is dissolved. A solution of 500 Gm. of honey in 1,000 Gm. of warm water is then added, the two solutions are mixed, strained, and when half cooled perfumed by admixture with 100 Gm. of extract of lily of the valley. It is then poured into chilled tubes (collapsible), which are labelled with the direction that the "honey-gelatin" is to be applied only on the wetted skin.—Apoth. Ztg.

Salicylic Sugar.

As a wound-dressing it has recently been recommended to use a powder prepared by adding 2 per cent. of salicylic acid to powdered sugar previously sterilized by heating to 140°. This powder is not to be used in cases where bone is exposed or where the wounds are foul.

Dealine.

Under this name a proprietary antiseptic has been put on the market for use as a surgical disinfectant. It appears to consist of boric acid, 10; zinc oxide, 10; sodium perborate, 20 per cent.; with a basis composed of French chalk and a little starch and magnesium carbonate.—F. Zernik (Apoth. Zeit.)

Photography

Reducing P .O. P.

The reduction of over-printed P. O. P. is discussed by Professor Namias in the new issue of Eder's "Jahrbuch." It is usually suggested that if a print on P. O. P. be too dark, the easiest way to remedy it is to make another one. But there are, of course, many instances where it is worth while to reclaim a bad print, more especially when dealing with a large size or with a print from a negative that has since become cracked. A remedy suggested not long ago by Namias was to tone the dark print in a solution of gold chloride, salt, and hydrochloric acid. The modification suggested now is to immerse the print in a solution of water 50 parts, salt 5 parts, and hydrochloric acid 1 part. It is then rinsed in water, and put into a combined toning and fixing bath. The length of immersion in the acid-salt bath will, of course, depend on the amount of over-printing.

Permanent Toned Bromides.

Bromide and gaslight prints which have been treated with potassium ferricyanide and metallic salt, such as uranium or copper, are not always permanent, and the toned images are liable to undergo change, owing to effects of atmosphere, damp, etc. This can be largely avoided, and the toned prints rendered permanent, by coating the film with a thin layer of wax, the coat being, of course, imperceptible. Prepare a solution of:

Paraffin wax	16 gr.
Benzine	4 oz.

and apply a very fine coating of this to the prints when dry. If applied with a small piece of flannel, and when the benzine has evaporated a slight "polish" be given by gentle rubbing, the shadows will come up with much increased brilliancy, a similar effect being obtained to that of a wet print.

Clearing Lantern Slides.

Lantern slides that have become stained through forcing in development or other cause, can generally be cleared of any yellowness by the following bath:

Alum	½ oz.
Sulphate of iron	½ oz.
Citric acid	½ oz.
Water	12 oz.

The slide should soak in this for about twenty minutes. The solution will keep a long time, and may also be used for removing yellow stains from negatives. Lantern slides that are veiled all over, owing to slight fog, over-exposure, or a bad original negative, may be brightened up by a short immersionin a weak hypo-ferricyanide bath. This will remove the surface fog. If the slide is not too thin, it can be intensified (after well washing) with mercury and ammonia.

MARTELLA TOWER, QUEBEC.

Warm Red Tones on Lantern Plates.

A special form of hydroquinone developer which has been used with much success for obtaining warm red tones on slow lantern plates of the chloro-bromide type is made up as follows:

A.—	Distilled water	8 oz.
	Sodium sulphite	1 oz.
	Pot. bromide	30 gr.
	Hydroquinone	60 gr.
B.—	Distilled water	4 oz.
	Ammonia	1 oz.
	Pot. bromide	24 gr.

Take 5 drams of A, one of B, and make up with water to two ounces. The use of more water gives redder tones, but the development is proportionately longer. The plates will appear somewhat yellow when wet, but will become red on drying.

Hydroquinone Developer for Under-Exposures.

A formula for a hydro-quinone developer which is especially applicable to under-exposed plates has been given by Pizighelli. It yields brilliance, while good gradation is retained, and is not liable to cause fog on prolonged development. The stock solution is made up as follows:

Hydroquinone	45 gr.
Sodium sulphite	5 drams
Potassum ferrocyanide	105 gr.
Potassium hydroxide	2 drams
Water	4 oz.

For use, take one part of this solution and mix it with three or four parts of water, using in either case an addition of two drops of ten per cent. bromide solution to each ounce of undiluted developer. Where the exposure is known to be very great, the bromide may be omitted altogether.

A Quickly Acting Photographic Developer.

A soft effect is obtained in negatives of portraits by using iron oxalate developer containing a small quantity of sodium thiosulphate. The following is said to give a good developer (Edler, quoted in the Drogisten Zeitung):

Solution of ferrous sulphate (1:3)	25 c.c.
Solution of potassium oxalate (1:3, and containing 5 drops of chemically pure sulphuric acid)	75 c.c.
Solution of potassium bromide (1:10)	4 drops
Solution of sodium thiosulphate (not more concentrated than 1:200)	12 drops

This solution develops the plate two or three times more rapidly than those ordinarily used, and gives finer gradations in the tones. Contrasts can be heightened by increasing the quantity of potassium bromide, e.g., 12 drops of potassium bromide solution and 12 drops of sodium thiosulphate to 100 c.c. of the developer.

Flashlight Powder.

Some time ago there was patented abroad a slow-combustion flashlight powder, which may be used either in powder form or after compression into small bricks. The following mixtures were used:

1—	Potassium permanganate	3 parts
	Zinc fillings	1 part
	Magnesium powder	1 part
	Iron (fine fillings)	to 10 parts
2—	Potassium nitrate	3 parts
	Iron (fine fillings)	3 parts
	Magnesium powder	2 parts
	Aluminum powder	to 10 parts
3—	Barium peroxide	1 part
	Magnesium powder	1 part
	Aluminum powder	1 part

The idea of these compounds is on ignition to give a reddish light of low actinic value, which gradually develops into an intensely actinic light.

4. It is claimed that the following will give a flash of 20,000 candle-power, and which will last twenty seconds:

Magnesium, finely powdered	20 parts
Barium nitrate	30 parts
Flowers of sulphur	4 parts
Beef suet	7 parts

The magnesium and the barium nitrate, both reduced to a very fine powder, are mixed, the sulphur added, and the whole passed several times through a very fine sieve in order that a homogenous powder may be obtained. Melt the suet and work in the powder. Finally pack into a zinc box about three inches in diameter and four inches deep. A box of this size will hold about a pound of the mass. Experiments made in Italy and Greece some years ago demonstrated that a light of this description, weighing 500 grams, could be seen at a distance of 100 kilometers (about 62 miles).

Velvet and Black Tones on P. O. P.

A pleasing violet tone that can be changed to a full black is obtainable on gelatino-chloride printing-out paper in the following baths. The print should be vigorous, and preferably on matt-surface paper for the best results.

Potassium chloro-platinite (1 in 1,000)	30 parts
Potassium chloride	2 parts
Water	1,000 parts

The prints tone a violet color in this. They can then be trasferred to

Chloride of gold	2 parts
Mercuric sulphocyanide	20 parts
Citric acid	20 parts
Water	1,000 parts

In this the color changes to black. The prints are washed, fixed, and finally washed as usual.

STATIONERY CATALOGUE.

A great deal of interest is being taken by dealers throughout the country in the new catalogue of school, office, and general stationery being issued by Buntin, Gillies & Company, Limited, Hamilton. No expense has been spared in the effort to make this book the finest and most complete catalogue of its kind ever published in Canada. It bears the highest recommendation of all who have seen it. Druggists and stationers who are not on the firm's mailing list, should write for a copy.

THE OLD, OLD STORY.

It is now considered a matter of course that the demand for Wilson's Fly Pads should increase yearly. For thirty years this has been going on, and there is no part of Canada inhabited by whites where they are not used in ever increasing quantities.

The quicker the man with nothing to say says it the better.

Don't change your opinion unless you have a clean one to put on.

GOLDONA

You make the print. GOLDONA does the toning.

The Lazy Man's Discovery

Glorious Goldona!

"Hurrah! I get perfect tones by simply fixing the prints. Marvellous!"

—Sold in Several Grades—

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Everybody is talking about it.

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Show Cards and Sample Prints in Folders supplied to Dealers

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SOLE AGENTS:—

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Our Specialities are:

Platintype, Double-Collotype, Double-Tone, Colored Collotype, Handtinted. Albums and Booklets.

Wholesalers and Publishers please apply for free samples and prices.

Illustrated Post Cards

Brown, Black and Colored

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Please send five dollars for the newest and finest German novelties at wholesale rates.

Established 1895

VERLAG ANT. GERSTENKORN

HAMBURG

Trade Paper Advertising
A Safe Barometer

A Talk to Subscribers

*By R. R. Shuman

It is quite the fashion for a publisher to ask his subscribers to patronize the advertisers in his paper.

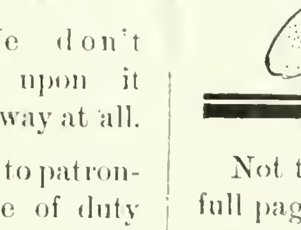
And this request is usually made as if it were a thing that should be done out of a sense of loyalty to the paper or a favor to its Editor.

We don't look upon it that way at all.

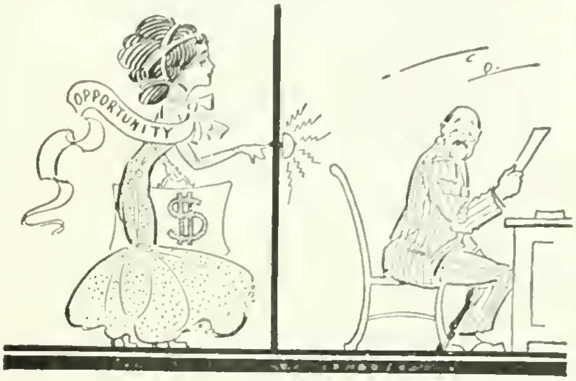
We don't ask the subscribers to patronize our advertisers from a sense of duty to ourselves, but are delighted that it is our **privilege** to do **you** the **very great business favor** of spreading such a display of worthy goods before you.

You, the subcriber, are the man who gets the biggest benefit; for you are offered in every issue the best goods of the best makers, and if you choose to do so you can save the time and money it would cost you to go to market because **we bring the market to you**

It is natural, and wise too, that you should judge the quality and up-to-dateness of the goods advertised by the quality and up-to-dateness of the advertising.



And it is both right and wise—good business sense—for you to measure the breadth and bigness of each house by the size of its announcements in this paper.



Not that every advertiser should use full pages; for a quarter page ad. of low profit goods is sometimes a bigger investment for the men that make such goods than the double-page spread of the maker of important lines.

You can put it down as a fact, though, that the manufacturer who uses full pages in every issue gives you bigger value for the money than the man who has so little faith in his product that he takes little weak-hearted dabs at the game, or who stays out altogether.

There is no better, no surer way of judging the real character of a house and its attitude toward you, than by its advertising in your own trade papers.

---

*[Mr. Shuman knows what he is talking about. For 18 years he has been talking to subscribers through the advertising columns of Trade and Technical Journals. His ads are newsy, full of information, interesting reading, and they pull business for firms who employ him. So great has been his success in this line that he is making it his life-work. He may be addressed in care of this paper or at 440 Wells St., Chicago, Ill. EDITOR.]

Optical

J. W. Kemp, M.D., C.M.

AMETROPIA AND HELEROPHORIA AS A FERTILE SOURCE OF NERVOUS DISEASES.

Read before the Optometrical Association of Ontario by Dr. J. W. Kemp.

Mr. President, Gentlemen of the Optometrical Association of Ontario:

In coming before you this evening I do so with a very hearty mixture of pride and pleasure. Proud that it was permitted me to be in attendance at the birth of so healthy and promising an infant, and it is my fond wish that I may not be too old to come here and witness its reception open-armed by the parent profession of surgeons, and depend upon it, that day is not far distant if you continue to practice in as ethical a fashion as I have seen you do during my stay amongst you.

Pleasure because I have the opportunity of addressing you before returning to my native prairie province that I love so well, and both pride and pleasure that I was your guest at the meeting convened to organize.

Now while I may attempt to make a little fun as I go along, I intend to speak as intensely as I know how upon a subject on which I feel strongly, because I can see from my former experiences and from the work I have done since I came to this city, that there is a class of optical defects that are productive of an enormous drain or waste of nerve force. The hurried life of the busy doctor who is almost constantly occupied with matters of life and death, affords no time for this class of cases and so we must look to the opticians to cope with them.

Again, many of my profession who, like myself, graduated ten or twenty years ago, did so at a time when little was known about them compared with to-day, and still less taught. Nor have all got that quality called "gumption" that makes it impossible to do without knowledge.

And, now, after scanning the faces before me, I have no fear but that your moral vision is clear enough, because your eyes are ametropic to see with me the enormous responsibility that increased knowledge places upon you. Having made use of the use of my Irish ancestry, viz., to talk a while before I say anything, I now come to my subject proper, "Ametropia as a Cause of Nervous Ailments."

Let me briefly run over the musclature of the eye just to refresh your memories and carry you along with me.

The external muscles are four in number, viz., superior, inferior, external and internal recti and the two oblique—the superior and inferior.

You see they are arranged in the form of antagonistic pairs, which, when normal, are accurately balanced. But should one of a pair, say the superior rectus, become weakened, from any cause such as atrophy or wasting, or derive an inadequate nerve supply through paralysis—partial or complete—of its motor supply, or should it be congenitally attached behind the equator of the eye instead of in front of it, or should its opponent be over-developed, then the visual field for each eye will not be in the same plane and diplopia or double vision will be the result.

Perhaps the most common form of muscular defect we find is where there is a difference in the relative strength of the internal and external recti muscles. What is the reason for this frequency of loss of balance? It will be more apparent when I have completed my review of the muscles and nerves.

The internal muscles are the iris—with its two sets of fibres, the straight and circular, and the ciliary muscle, or as it is called in optical parlance, the muscle of accommodation.

Now, the muscles above named receive their nerve supply as follows: The external rectus from the 6th nerve; the superior oblique from the 4th nerve, while all the rest derive their supply from the 3rd nerve. There is, however, a special arrangement of nerve supply through the ciliary ganglion which, like all other ganglion, has a motor, a sensory and a sympathetic root, and so the internal rectus and the ciliary muscle derive their motor and sympathetic supply from the same source. This special arrangement is to secure a combined action of the ciliary and internal rectus at the same time. When we accommodate for infinity the internal rectus and the ciliary are held at a certain tension, but should we wish to look within infinity (6 metres), say at 4 metres the ciliary muscle will accommodate for the change in distance by acting on the lens, and the internal rectus will cause the eyes to converge so as to

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focus upon the changed position of the object. This is the combined action of accommodation and convergence or the result of combined action of the ciliary and internal rectus already referred to.

Suppose that the internal rectus is too short or too weak, or that its nerve of motion is partially paralyzed, and our patient were to attempt the combined action of convergence and accommodation, he would accommodate all all right but could not converge enough to blend or fuse the pictures and so we would have double vision. But, mark you, there was an attempt made at convergence. Yes, too great an effort for a muscle that is too weak. This effort amounts to strain, and strain means loss of nerve force that should have been used in useful work.

Your work, then, is to conserve nerve waste, and may I ask just here, is this to be the work of "a seller of glasses" or of well trained opticians?

We have now studied together the structures of the eye and in that way have come to understand how this phase of eyestrain comes about, i.e., through a lack of one of its three essential conditions of perfect function, viz., perfect structure, perfect nerve supply, and perfect blood supply. What a beautiful thing the eye is, and how precious its function, and yet people will persist in tinkering with it, using all kinds of cure-alls, drops, eye waters, to say nothing of purchasing glasses for hypermetropia, or myopia, or astigmatism, or ametropia, over a counter, or from the pedlar of glasses who, nine times out of ten, would not know a retinoscope from a bale of hay. I have seen deplorable effects from the bungling of these gentry.

Follow me into the domain of general surgery for a short time in order that we may lead up to a consideration of the sympathetic nervous system. In the upper abdomen is placed the solar plexus, a large aggregation of sympathetic fibres running its lines of communication from itself to the various organs and from one organ to another. Byron Robinson has aptly termed it the abdominal brain.

The abdominal surgeon soon learns that the amount of injury being equal, there is a greater amount of shock resulting from injury to an organ whose telegraphic line is but six inches from the central station, than there is from one one foot six inches from the solar plexus or central station. It is said on good authority that the reason why chloroform is so dangerous when given for the extraction of teeth, is because of the short run from the teeth to the brain.

You know as well as I do that the optic nerve is the shortest of the cranial nerves. Is it not reasonable to suppose that nerve irritation in the eye would cause a profound impression in the brain and also a marked change in our mental attitude. Do not think for a minute that I wish you to infer that you will not find remote disturbances caused by optical defects. Not so; I show you a disagreeable sight you are nauseated, perhaps will vomit. The hyperope who persists in near work, reading or sewing, has the so-called "bilious attack." Does the vomiting of bile relieve these victims. No: it is the sickness that prevents work until the eyes have had time to rest that brings relief. The general surgeon, on being told of persistent pain on the inner side of the knee, suspects and usually finds hip joint disease, not knee joint disease. He is quite familiar with the fact that the pain of appendicitis is not always over the appendix, but may be at the top of the thigh, or at the navel, or over the gall bladder, or in the stomach. So it is with eye- strains—you may find symptoms far away from the sight of the lesion.

Bear with me while I give you a case or two to illustrate: First, a child, 7 years old, perfectly healthy in every way, but no optical errors suspected; moral courage high. First year at school was one of marked progress, was very fond of her teacher. Next year moved to another room, with three windows on one side and one on the other. She changed greatly. She became dull and made little progress. Her moral courage became practically nil, she wept on the slightest provocation, she quarrelled repeatedly with the teacher she loved so well the year before. An optical test showed hypermetropia, and a proper correction cured her of every symptom in three weeks.

A second case is one of ametropia, where the patient had nothing to direct her attention to her eyes but had a most intractable dyspepsia. She is now almost well from the judicious use of prisms—not medicines.

Now, then, gentlemen, why should I detail case after case? Can you not see from what I have said the great responsibility resting upon you? Is the commission not large enough nor important enough for professional attainment? For on you is placed the burden of elevating the practice of optics to the plane of a profession—to educate the public to the importance of your work—to frown down the miserable quackery and commercialism that exists, and to continue to practice as ethically as I have seen you do since coming amongst you.

The practice of optics reminds me of a very apt definition of life:

"Life is an arrow, and he who would shoot must needs learn how to use the bow, and what mark to aim at. Then draw to the ear and let it go."

In conclusion, I sincerely hope you have all been pierced by the arrow of conviction to-night.

THE PHARMACEUTICAL ASSOCIATION OF THE PROVINCE OF QUEBEC VS. THE MODERN DRUG STORE, LIMITED.

The Association Wins on Appeal—Full Text of Judgment.

Present: Sir Louis A. Cette, C.J.; Trenholme, Cross, Archambeault and Carroll, J.J.

The Pharmaceutical Association of the Province of Quebec (plaintiff in the court below), appellant, and The Modern Drug Store, Limited (defendant in the court below), respondent. Appeal from the judgment of the Superior Court, Ottawa, Rochon, J., 25th March, 1909. An action to recover the sum of $10,500 in fines, at the rate of $25 per day for each shop kept open and operated in defiance of articles 4019 and following R.S.Q. (Quebec Pharmacy Act). It was claimed, by the action, that defendant, a duly incorporated company, sold drugs and poisons and compounded and sold medicines, and made out prescriptions without having been previously registered as a member of the College of Physicians and Surgeons of the Province of Quebec and without having registered as a licensed pharmacist as provided by the Quebec Pharmacy Act. Respondent confessed judgment for $50, without specifying which particular infringement of the law, and, in addition, pleaded that it kept two shops open in Hull, where it retailed drugs, but that, according to its letters-patent, it had the right to do so and that it had in no way broken the Quebec Pharmacy Act. The Superior Court considered the confession of judgment sufficient and ordered defendant to pay costs thereon, and dismissed plaintiff's action for the surplus with costs. On the appeal, it is argued, can an incorporated company open a drug shop for the purpose of retailing drugs? Art. 4035 R.S.Q., forbids anyone to keep a drug store unless he is a duly registered member of the College of Physicians and Surgeons, or unless he holds a license and is registered as a pharmacist. It it useless to discuss the question whether or not a company can be a doctor of medicine. Art 4024 R.S.Q., lays down the qualifications of a candidate for a pharmacy license. Only actual persons, therefore, can be licensed doctors or licensed druggists. The case of the Pharmaceutical Society and London and Provincial Association, L.R., 5, Ap. Cos. 857, is in point. This decision excludes a corporation as being ineligible for a license as a druggist. A judgment of the Superior Court, Montreal, Fortin, J., 17th April, 1909, in the case of La Polyclinique de Montreal, Limitee, the Pharmaceutical Association of Quebec is also in point. A decision of Bazin, Police Magistrate, Montreal, 2nd June, 1909, in Muir vs. La Polyclinique de Montreal, is another authority. Article 4035, R.S.Q., provides that every drug shop must be kept under the name of its bona fide proprietor who must be a duly registered druggist or a doctor of medicine. Therefore, if a corporation cannot be registered as a druggist, it cannot keep a drug shop. The penalty is $25 for each day for each shop. Otherwise the penalty would be inoperative in its effects. P.D. vs. "Camul des Peines," 71; Livernois vs. The Association, 31 S.C. 43. Respondent argues that the selling of drugs is an act of trade and commerce, that the provincial statutes cannot affect it and that respondent has a Dominion charter empowering it to sell drugs. The law forbids a shop to be kept open and drugs sold except by a licensed pharmacist. Respondent has two pharmacists, duly licensed, who each manage one of the respondent's two shops. The law is obeyed. Authorities cited by respondent: Association vs. Mathieu, I R. de J. 47; R.S.Q., Art. 4019, ss. 11 and 12. Respondent, if guilty, can only be condemned in one fine—Association vs. Marin, 5 R. de J. 448; Hardcastle "Statutory Law," 471; Paley, Summary Convictions, 208 and following; Browne exparte, and Sexton, 18 L.C.J. 194; Garrett & Messenger, 36, L.J.C.P. 337; Regina vs. Jones, 64 L.J.M.C. 1; Picher vs. Stafford, 33 L.J.M.C. 993; Apothecaries, etc., and Jones, 9 News Dig. 993. One individual act does not constitute the exercise of a profession. College, etc., vs. Leblanc, I R. de J. 87. The judgment should be confirmed.

Trenholme, J., dissenting, was of opinion to dismiss the appeal, with costs. The respondent is accused of selling drugs, which is a matter respecting trade and commerce and within the control of Dominion Parliament only. Moreover, the respondent is incorporated under a Dominion charter and is not under the jurisdiction of provincial authority. The respondent seems to have carried on its business according to law, inasmuch as in each of its two establishments there is a licensed pharmacist. That is sufficient compliance with the law. The appeal should be dismissed.

Lavergne, J., concurred in the remarks of Trenholme, J.

The judgment of the majority of the court, allowing the appeal, with costs, was delivered by

Carroll, J.:—By virtue of art. 4035 R.S.Q. no one can keep a place of business for retailing drugs unless he is a member of the College of Physicians and Surgeons of the province, or unless he is a licensed pharmacist. The respondent is a corporation, and as two licensed pharmacists are employed by it, it claims that it is doing business legally. The Pharmacy Act was passed as a means of protecting the public, and to place certain qualifications upon those carrying on that kind of business. It is of the same class as the acts forbidding the practice of medicine or of law except by duly qualified persons in the interest of the public. It is true that the restrictions imposed by the Pharmacy Act limits the sale of drugs, inasmuch as it permits only certain persons to sell them, but because the law may incidentally affect trade, it is not therefore necessarily unconstitutional.

In the same way as Dominion Parliament has the power to pass laws respecting subjects within its control, and although such legislation may indirectly encroach upon provincial civil rights, any such legislation is intra vires if, for the purpose of giving effect to it, it becomes necessary to encroach upon such civil rights, so provincial legislation is intra vires if it refers to a subject within its legislative authority and if, to give effect to such legislation, trade, a subject for federal legislation, is indirectly affected.

Thus, the Legislature may regulate the liquor traffic and order the closing of saloons during certain hours; a law of this nature incidentally restricts trade, but being essentially a matter within the legislative authority of a province—a police law—even though trade may be indirectly restricted, still the provinces may pass laws upon the matter.

Respondent relies upon the fact that it has a federal charter under which it is authorized to deal in drugs.

Such charter creates civil existence, but as it con-

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DRUG REPORT.

Toronto, July 25th, 1910.

Business has been good and payments well up to the mark. Resins and turpentine are unusually high in price. Salad oil and patent salad oil, celery seed, are high in price; opium is a little easier. Rubber goods keep advancing all the time, it being hard work to keep track of prices. Paris green demand has been large and stocks are about exhausted.

A—Advanced. D.—Declined.

D.	Opium	lb.	$7.50
D.	Opium, powd.	oz.	.55
A.	Oil, Salad, pure	gall.	3.50
A.	Oil, Salad, patent	gall.	1.50
D.	Arrowroot, Bermuda	lb.	.65
A.	Platinum Sponges	doz.	5.00
A.	Bismuth, Tannate	oz.	.50

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cerns what is considered to be a dangerous trade, even supposing the federal authority has the right to allow such a business to be carried on under certain safeguards, the provincial legislature may add further restrictions to those provided for by the Dominion Government.

The law declares who are the parties who are permitted to carry on this dangerous profession.

If the respondent's pretensions were well founded, the Dominion Government, by granting charters, could annihilate the provincial laws regulating this business.

In any event, it is a question respecting the status of those who shall have the right to carry on this dangeous trade, and, consequently, a question respecting the capacity of such parties to do such a business.

Our provincial law may very well ordain that a minor, an interdict, a drunkard, shall not carry on this business. Why can it not equally declare that a corporation is also incapable of carrying it on? Under this view of the case, the legislation in question bears upon a question of civil law, a subject entirely within the power of the provincial legislature.

The Interpretation Act assimilates corporations with natural persons. They have the same rights, therefore, as persons have, unless there are incompatible provisions of the law. They are also subject to all the obligations of natural persons.

Well, an individual person cannot sell drugs unless he is regularly inscribed as a licensed druggist, or unless he is a physician and surgeon (art. 4035), and every drug shop must be kept under the name of its bona fide proprieotr, who must be a licensed druggist or a regularly registered physician or surgeon (art. 4035).

These provisions of the law appear clear to me. Nobody but a doctor or a licensed druggist can keep a drug shop.

This interpretation is confirmed by the provisions of art. 4032, which is an exception to the general law in the case of the decease of a druggist and for the purpose of carrying on his business, and the case in which a doctor becomes mentally or physically unfit, and in the case of insolvency, and the article provides that, in such cases, the representatives of the licensed druggist-proprietor of the establishment may carry on the business, provided that the establishment is under the supervision of a person holding a druggist's license.

These provisions make the point that only a registered and licensed doctor or druggist can keep a drug store.

The respondent corporation is neither a licensed doctor or druggist. It therefore illegally carries on the profession of dealing in drugs.

It is to be considered as being a natural person. But under those conditions, a natural person would be liable to the penalty. The respondent is also subject to the penalty. Certain provisions of the law of pharmacy are an obstacle to a corporation carrying on the business of druggist.

To obtain registration as a druggist, it is necessary that the person licensed should be a licensed clerk; it is necessary that he should take a course in medicine upon two subjects and a course in botany and it is necessary that he should be a licensed clerk for the preceding four years (art. 4024, par. 4). The same article adds that there are three classes of persons in pharmacy: the certificated apprentice, the clerk with a diploma, and the licensed druggist.

The provisions I have just cited clearly indicate that a corporation cannot be a licensed druggist under those conditions. A natural person alone can fulfil the required conditions for admission to the profession.

Well, then, the respondent argues, we are subject to the obligations of natural persons, but we have no rights.

That is evidently the goal of the law.

The association has succeeded in having its powers enlarge to such an extent that all competitors are subject to such conditions as practically put them out of existence; or maybe, the legislature, thought—and this is the only presumption upon which we can base our decision—that it would be of the greatest impudence if the sale of drugs was not put immediately under the supervision of a competent person.

Whatever be the motives of it, the provisions of the law seem to clearly indicate that companies, of the nature of the one sued in the present case, should not have the right to open establishments for the sale of drugs.

No, the appellant claims $1,000 because the respondent kept two establishments open during two hundred days, and the fine claimed is $25 per day for each store.

The law does not provide for a fine for each day during which the law was broken; and there would be, therefore, no reason to allow more than $25 for each establishment, the offence being a continuous offence.

Should we grant that amount?

As I have already said, the respondent is to be considered as a natural person who has been sued, and if a natural person had been sued—seeing that a fine is asked at the same time for the sale of drugs—such person would have incurred a fine for having sold drugs, but not for having kept a drug store open. On this point, I have received aid from a significant remark made by Lord Selborne in the case of the Pharmaceutical Society vs. London and Provincial Supply Association, 5 App., Cas., p. 857.

The British Pharmacy Act, sec. 15, decrees: ...."Any person who shall sell or keep an open shop for the retailing of poisons...." Our article 4035 says: "No person shall keep a shop for the sale ....or sell...."

As may be seen, the provisions of the two sections are alike, and Lord Selborne says (p. 866): "Keeping shop is prohibited, not as a thing apart from, but as a thing involving the particular acts of sale and compounding, etc., within the shop."

And Lord Blackburn supposes that the prohibition to sell or keep open a shop was inserted in the act maybe for the purpose of making conviction easier, because if one of the elements of an offence is not proved a conviction may be obtained if the other element is established.

The same remark applies to the case in which the druggist has neglected, in selling a drug, to fulfil all the formalities of the law, such as registering the name of the purchaser in the register or in the case of a sale to an unknown person. When these various grounds of accusation are made in support of a complaint alleging one illegal sale, they are the different elements which compose and go to make the offence of selling without observing the formalities.

The respondent has also objected to the joinder of several infractions of the law in one and the same action. This objection is a very serious one, but the Supreme Court has decided the point in the case of the Pharmaceutical Association and Livernois, 31, S.C.R., and that case was much more favorable because the association alleged that the offences committed had been committed for the second time. It was decided that several offences could be joined and alleged in the one action.

We see no good reason why we should not follow that judgment.

Each time a sale was made in one of the two stores, either by a licensed druggist or by someone else, such sale must be considered to have been made by the company (art. 4039a).

I wish to draw the attention of the parties to the fact two of the offences with which the respondent is charged are that it sold tincture of gentian and calomel. These substances are not mentioned in schedule A of the act, and it was not proved that they contained poison. Such proof was necessary.

I think I should also remark that a prescription was filled on the 11th of June. The prescription was filled for the purpose of having a poison sold, and which was sold according to the prescription received. I think that the preparation of the prescription and the sale of the poison at the same time constituted but one offence.

Upon the whole I am of the opinion that the condemnation should have been fixed at $125 instead of at $50.

The appeal is allowed, and the tender of $50 is declared insufficient; the respondent is condemned to pay the sum of $125, with the costs in both courts.

General Advertising.

Advertise in the magazines, newspapers, street cars and billboards if you can; but make your peace with the Druggist FIRST. Get him on your side and your agency-placed advertising will be doubly potent. Neglect or ignore him and be the victim—and richly deserve it—of just such incidents as I have recited above.

WHERE TO STAY IN HALIFAX.

When in Halifax attending the meeting of the C. P. A., or at any time, make your stopping place the Queen Hotel on Hollis street. This hotel is admirably located in the very heart of the business centre of the city, only a few yards from the boat landings. The hotel has ample accommodation for visitors, the main dining room will seat 135 guests, and the private dining rooms 50 more. The house has always been noted for its excellent table and the attention and courtesy of the staff.

The Canadian Druggist.

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MONTHLY

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Publisher's Notices

THIS MONTH'S SPECIAL ARTICLES

Canadian Pharmaceutical Association—official programme.

British Pharmaceutical Conference—annual meeting—Illustrated.

North-West Territories Pharmaceutical Association—annual meeting.

Our Monthly English Letter.

A Timely Article on "The White Plague."

Formulas—Photography Optical Notes.

FOR C. PH. A. CONVENTION

The following note has been sent out by the local committee :

From Montreal and all points East, on all lines, purchase single fare ticket, and when purchasing get a Standard Certificate.

CANADIAN PHARMACEUTICAL ASSOCIATION.

The programme of business to be brought before the Annual Meeting of the Association to be held at Halifax, N.S., on September 12th, 13th, 14th and 15th, is given below.

The outline given shows that the subjects to be discussed and papers to be read will all be of decided interest to Pharmacists, and we look for splendid results from the meeting.

In view of the excellence of the programme presented, and the attractiveness of the place of meeting, it should not be necessary to urge as large an attendance as possible of Pharmacists from all over Canada, and we trust that all who possibly can will make the effort to be at this meeting. A large attendance would mean, not only an encouragement to the officers and executive in their work, now so well begun, but would also be an acknowledgment of the efforts of local Pharmacists and of the Pharmaceutical Society of Nova Scotia to make this, the third Annual Meeting, a decided success in every particular.

The following is the Programme :—

MONDAY.

9.30 p.m. Informal Reception to Visiting Members, Guests and Ladies, St. Julian Room, Halifax Hotel.

TUESDAY.

9.00 a.m. Meeting of Executive.

First Session.

10.00 a.m. Address of Welcome by the Mayor of Halifax.
Address of Welcome by the President of the Nova Scotia Pharmaceutical Society. Mr. R. C. Fuller, Amherst.
Reply by President Watters.
Convention Business.
Annual Address—President Watters.

10.00 a.m. Report of Committee on Progress of Pharmacy.—Mr. J. H. Emery, Chairman.

2.30 p.m. Drive to Dry Dock, Wellington Barracks, Citadel, Yacht Squadron, Point Pleasant Park, Public Gardens, The Waegwoltic, and other points of interest in and about Halifax. Members and Ladies, guests of the Nova Scotia Pharmaceutical Society.

Second Session.

7.30 p.m. Address :
Prof. J. P. Remington, Ph M., Phar. D., F.C.S., Philadelphia.
Report of Committee on Education—Mr. G. E. Gibbard, Chairman.

Paper :

"Responsibility for Providing Educational Facilities, viewed from a non-altruistic standpoint" Mr. G. A. Burbidge, Halifax.

WEDNESDAY.

Third Session.

10.00 a.m. Report of Committee on Legislation Mr. John Cochran, Chairman.

Resolution :—Mr. R. R. Burns, Armstrong, B.C.

"That the Committee on Legislation be instructed to procure, if possible, an Act providing for Dominion registration drafted as near as may be to the following outlines.

1. A Dominion Board of Pharmacy to be appointed consisting of one representative from each province.

2. Said Board to be empowered to grant certificates of Dominion registration, and be required to keep a register of all holders of the same. Such certificates to entitle holders to register and become members of any provincial association and to practice pharmacy thereunder subject to the same fee as ordinary members.

3. The following to be the requirements for Dominion registration :

(1) General educational qualifications : Matriculation into any University or Medical College of Canada.

(2) Professional qualifications. (a) Examination of Dominion Board, or (b) Ph.G. diploma of recognized colleges. The foregoing with ten years' experience in retail pharmacy in Canada ; or (c) Twenty years' experience in retail pharmacy in Canada.

(3) Payment of such fee to Dominion Board as may be determined.

Resolution : Mr. S. H. Hawker, St. John, N.B.

"That C. Ph. A. be incorporated."

Resolution : Mr. J. E. Tremble, Montreal.

"That the Committee on Legislation be instructed to endeavor to procure Dominion Legislation prohibiting advertisements in the public press, or in public places, of remedies or appliances for diseases or irregularities of the generative organs of either sex."

Resolution Mr. R. H. Rodd, Sackville, N.B.

"That this Convention reaffirm the resolution of last Convention to this effect that compounders of medicine in the Canadian military and naval services should be registered druggists and be entitled to the rank of commissioned officers ; and that the Committee on Legislation be instructed to urge the same upon the proper authorities."

Resolution : Mr. John Hargreaves, Toronto.

"That the Patent Medicine Act should be amended to provide that all laboratories and warerooms where schedule drugs are manufactured, compounded, or handled in bulk, shall be under the direct supervision of registered druggists."

2.00 p.m. Steamer trip : Halifax Harbor, Bedford Basin, North West Arm, Chebucto Bay, landing at McNab's Island ; clam bake and hodge podge.

Fourth Session.

8 p.m. Address : Prof. Remington.

Ueport of Committee on Canadian Formulary, Mr. John Hargraves, Chairman.

Conference with members of the medical profession in regard to Canadian Formulary and other matters.

THURSDAY.

Fifth Session.

10.00 a.m. Report of Committee on Commercial Interests—Mr. G. A. Burbidge, chairman.

Paper :

"A record of a year's work in Practical or Commercial Pharmacy"—Mr. Henry Watters.

Paper :

"A Commercial Treaty between Wholesale and Retail Druggists."—Mr. Robt. Martin, Regina, Sask.

Paper :

"Prescription Prices."—Mr. J. E. Tremble.

Resolution : Mr. J. J. Turnbull, Sydney, C.B.

"That local retail associations should be established throughout the Dominion wherever possible."

Resolution :

"That this Convention notes with satisfaction the increasing popularity of 'non-secret' preparations."

Resolution : Mr. M. V. Paddock, St. John, N.B.

"That this Convention place itself on record as being opposed to the methods adopted by certain manufacturers in respect to the policy of exclusive agencies, and to the style of advertising used over the names of agents, considering the same unworthy of the support of reputable pharmacists."

Resolution : Mr. A. D. Ferguson, Wolseley, Sask.

"That this Convention resents the publication of certain advertisements appearing in the public press reflecting on the integrity of druggists."

Resolution : Mr. E. Clinton Brown, St. John, N.B.

"That manufacturers be urged to put on the market a line of Infant's Food yielding the re-

Instant Delivery

OF

HOWARDS'

Packed Goods

The following original packages of Howards' unrivalled British Chemicals are always in stock in Howards' Montreal Depot, ready for instant delivery to your Jobber.

---

1 lb. Cartons Acid Boric Pure Pulv. and 170 Mesh.
1 lb. bottles Ammon Carb. Resubl
1 lb. Cartons and 7 lb. pcls. Bismuth Carb.
" " " " Salicylas
" " " " Subnit
7 lb. pcls. Calcis Carb. Praecip.
7 lb. boxes Camphor, 4 oz. Tablets.
1 lb. tins Camphor, ½ oz. and 1 oz. Tablets.
1 oz. and 1 lb. bots. and 1 lb. tins Ferri et Quinin. Cit.
½ lb., 1 lb. and 7 lb. pcls. Hyd. Ammon.
" " " " Perchlor.
" " " " Subchlor.
" " " " Oxid. Rub.
1 lb. bots. Magnes Ponderosa.

7, 14, and 28 lb. pcls., 1 cwt. kegs and 3 cwt. casks Magnes Sulph. (Epsoms).
1 lb. bots. Potass Acetas Gran.
1 lb. bots. Potass Citras Pulv. or Gran.
1 lb. Cartons, 1 lb. bottles, 14 and 28 lb. boxes Potass Iodid.
7,14,28 lb. pcls. and 5 cwt. casks Pulv. Seidlitz
1 oz. and 4 oz. bots. and 100 oz. tins Quinine Sulphate.
1 oz. bottles Quinine Hydrochlor.
" " " Bisulphate.
" " " Hydrobrom.
" " " Salicylas Art.
" " " Valerian
7, 14, and 28 lb. parcels and 5 cwt. casks Rochelle Salts.
¼ lb. boxes, ½, 1, and 7 lb. pcls. Sodii Bicarb.
1 lb. cartons Sodii Phosph. Pur. Gran.

It PAYS Pharmacists to handle reliable goods of the finest attainable quality.

HOWARDS & SONS, Limited

Stratford, London, Eng.

Retailers Attention !

Stock CÆMENTIUM

Regd.

"Sticks Everything, but is Not Sticky"

Absolutely insoluble Cement. It is not only new—it is unique. It will repair everything from a cup or saucer to a motor-car exhaust pipe. In the case of china or pottery, it not only repairs but replaces missing parts. CÆMENTIUM is not affected by either water or heat. Should be stocked by all retailers. It is not a fish glue.

STOCKED BY

All branches National Drug & Chemical Co.
Lyman Bros. & Co., Limited

DILLONS LIMITED
455 St. Paul St. - Montreal
SOLE AGENTS FOR CANADA

COWAN'S

LIQ. AMMON. FORT.

PURE

Agreeing Fully with all the Requirements of the B. P.

See that every Winchester carries our Signature—
JOHN COWAN COMPANY, LIMITED

GLYCERINE, C.P., in cans and drums
BORIC. ACID, Merck and English
CARB. AMMON. 5 lb. and 10 lb. cans, kegs and casks
CHLOR. AMMON., kegs and casks

JOHN COWAN COMPANY, Limited
3 DALHOUSIE STREET
MONTREAL

Cash with Order

LOOK HERE, Mr. DRUGGIST! YOUR OPPORTUNITY

We have in stock some forty dozen CLINICAL THERMOMETERS, the "Qualitair" Line. No better made. GUARANTEED against everything except breakage. Specially well made, tested and seasoned.

The stock is assorted, ½, 1 and 2 minute. While they last we will give them away at the following prices:

2 min.	regular $ 5.00,	to clear	**$3.10**
1 "	" 7.50,	"	**3.85**
½ "	" 10.00.	"	**6.50**

THIS IS THE BEST OPPORTUNITY to purchase Clinicals you ever had. It will pay you to send your order at once.

HIGH GRADE CLINICALS AT LOW GRADE PRICES.

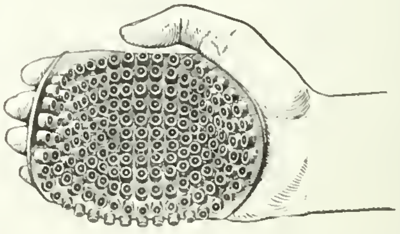
Cash must accompany orders. No discount

Any rubber goods required we will be pleased to send, charges paid.

Address all Orders and Communications to the

HIGGINBOTHAM RUBBER GOODS CO.
MILTON, ONTARIO.

Dunlop Beauty Brush:



The trade will find this the best seller among all the toilet articles in its class. Made of fine soft rubber with vacuum cups and inner pencils, or articulators.

Write for prices and our catalog of Druggists' Tubing and Rubber Sundries

DUNLOP TIRE and RUBBER GOODS CO.
LIMITED
Toronto, Montreal, Winnipeg, Vancouver
Victoria Calgary St. John, N.B.

tailer a satisfactory profit."

Resolution : Mr. R. M. Johnston, Charlottetown, P.E.I.

"That arrangements be made, if possible, with some reputable manufacturer for a satisfactory line of toilet soaps and other toilet articles to be sold only through the drug trade, such line to be pushed by the trade from coast to coast in preference to non-protected goods."

Resolution : Hon. G. E. Hughes, Charlottetown, P.E.I.

"That this Convention express itself as disapproving of the advertisements of certain proprietary medicines which are therein falsely represented as simple ingredients of domestic recipes."

Sixth Session.

2.30 p.m. Completion of Convention Business.

ANNUAL DINNER.

Halifax Hotel, Thursday, 9 p.m.

Visiting Members will be guests of the Nova Scotia Pharmaceutical Society

The Nova Scotia Pharmaceutical Society will hold a session during Convention Week, time to be announced.

The Waegwoltic extends club privileges to visiting members, guests and ladies.

AMALGAMATION OF NEW YORK DRUG COMPANIES.

A statement has just been given out that a $15,000,000 retail drug corporation has been organized in New York city by the amalgamation of Wm. B. Riker & Son Co. and the Hageman & Co. The new company will have $5,000,000 preferred stock and $10,000,000 ordinary stock, and control forty-five drug stores in New York.

It is said that the ultimate desire of the company is to have an extended chain of drug stores throughout the United States, and it is expected that negotiations will be entered into with the United Drug Company looking to the purchase of their stores, which now exceed thirty in number.

John H. Flagler, President of G. Hegeman & Co., will be President of the new corporation ; Mr. B. Riker, Vice-President, and E. D. Cahoon, Secretary.

PERSONAL

We regret to learn that Mrs. Heebner, wife of the dean of the O.C.P., met with a serious accident just after arriving at their summer cottage on Lake Cecebe, near Burke's Falls. The sprained ankle and other injuries will confine the dean's estimable wife to the house for some time.

The proper treatment for a sick advertisement is to have it pulled.

OPPORTUNITY IN THE STORE

Probably many a dealer has frequently wondered what he could do next to increase his trade, sighing, maybe for opportunities to attract additional business, when, as a matter of fact, he had innumerable opportunities in his own store and his own stock. Sometimes it requires an unusually observant eye to discover these opportunities. Again they will be thrown at one and confront him from every corner.

Sometimes one needs to be told what lies within his reach. Again the dealer himself recognizes these chances and takes advantage of them without the necessity of pointing them out to him. It all depends upon the man, and it is here more than anywhere else perhaps, that personality counts in the consideration of business. The man who sees opportunities where others do not will build up a business which will prosper and yield profits long after the trade of some other less fortunately constituted man has succumbed to the inevitable and ceased to carry on trade.

While much of this desirable faculty is born in men, there are a good many in whom it can be cultivated. The most that one requires is a determination to make as much as possible of one's opportunities and develop one's business chances as far as circumstances permit. It is not enough that one wants to accomplish something along this line. One must undertake vigorously to accomplish it, and unless he does this he will fail in most instances. The real success in this direction is made by the man who feels that he must perform something out of the ordinary in order to make his business as profitable as he would like it. The principal difficulty comes in inducing men to believe these facts. They may say they appreciate the necessity of doing something along these progressive lines, but to appreciate them is one thing—to succeed in developing the business is quite another. With this fact clearly in mind it is possible to indicate in some degree what must be done to make one's business grow.

GETTING THE BUSINESS.

Get the confidence of the public and you will have no difficulty in getting their patronage. Inspire your whole force with the right spirit of service; encourage every sign of the true spirit. So display and advertise wares that customers shall buy with understanding. Treat them as guests when they come and when they go, whether or not they buy. Give them all that can be given fairly on the principle that to him that giveth shall be given. Remember always that the recollection of quality remains long after the price is forgotten. Then your business will prosper by a natural process.—H. Gordon Selfridge.

British Pharmaceutical Conference

ANNUAL MEETING AT CAMBRIDGE.

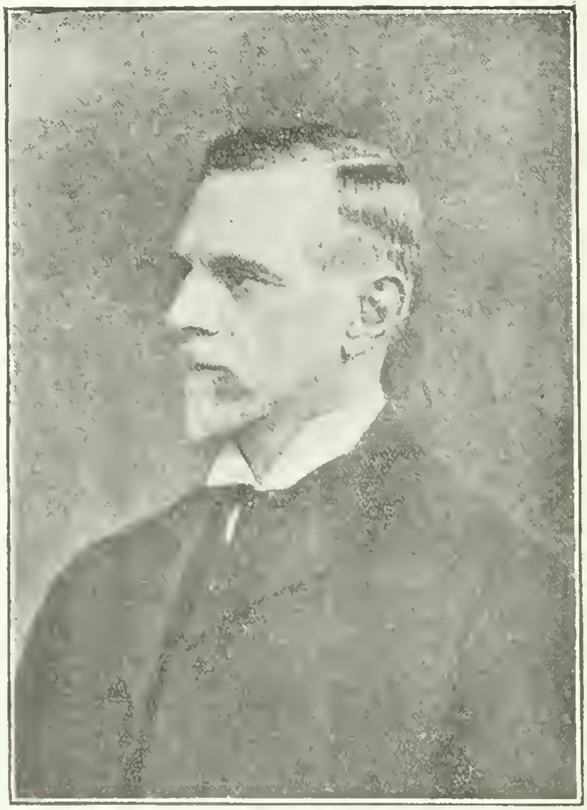
The forty-seventh annual meeting of the British Pharmaceutical Conference took place at the Botany School, Cambridge, on July 26 to 28. Mr. F. Ransom, head of the well-known Hitchin firm of manufacturing chemists, W. Ransom & Son, was the President, and delegates were present from all parts of Great Britain and Ireland. Supporting the President at opening session of Conference were Dr. A. W. Ward, Master of Peterhouse College, and Deputy Vice-Chancellor of the University; Alderman Spalding, the Mayor of Cambridge; the President of the Pharmaceutical Society of Great Britain, Mr. J. F. Harrington; Mr. John Smith, President of the Pharmaceutical Society of Ireland; Mr. R. A. Robinson, Mr. John C. Umney, Professor Seward, Professor Reynolds Green, F.R. S., and many others.

Addresses welcoming the Conference to the town were delivered by Dr. Ward on behalf of the University, and by the Mayor of Cambridge, on behalf of the townspeople.

PRESIDENT'S ADDRESS.

The principal business of the session was the presidential address by Mr. Francis Ransom, F. C.S. After urging that every practicing pharmacist should be on the lookout for improved methods in the preparation of medicines, the President went on to speak of the importance of original research in pharmacy.

"Looking back" he said, "on the vast amount of work done during the last fifty years, by pharmacologists on the one hand and chemists on the other, the question arises whether we might not have seen even more valuable results if there had been some more definite organization to bring together the two classes of investigator. New remedies are constantly being introduced, and while some seem destined to find a permanent place in medical practice, others after a few years, disappear altogether, or are restricted to very limited employment. Medicines, like costumes, are subject to the vagaries of fashion, and what is valued in one generation may be discredited in the next, often to be revived in later ages. This may to some extent be accounted for by the changing conditions of life, which, while eradicating one disease, may encourage another. As, however, many of these remedies claim to cure complaints which are always with us, their fluctuating reputations must depend also upon other causes. In some cases the therapeutic action obtained by the first observer, has been found wanting when tried by others, and that which seemed likely to prove a valuable agent has been discredited. In other cases principles of known activity have been separated by the chemist, but having failed to obtain general recognition by the medical profession that the drug is speedily forgotten.



F. Ransom, F. C. S., Retiring President of the British Pharmaceutical Conference, 1910.

In order to establish the value of worthlessness of any remedy organized experimental investigation should be undertaken by the physiologist to confirm its remedial value, by the chemist to determine its composition, and by the pharmacist to devise suitable preparations. In many cases the botanist is also required to ascertain the species of variety of the plant from which it is obtained. On rare occasions, such as seen in the classic work of T. R. Fraser, on Strophanthus, two or more of the above qualifications may be united in one man, but in most cases the success of the experiments in one branch of the subject is dependent upon the accuracy of the investigations undertaken from other sides. In the cultivation of medicinal plants, much has already been done by the aid of practical botanical knowledge, in

Dates and Data
about
MORPHINE

E. Merck

1804. Seguin discovers a crystalline substance in opium.

1805. Serturner recognizes that a crystalline substance is the sleep-producing principle of Opium He also recognizes the basic nature of this principle, thus discovering the existence of the whole class of alkaloids and "opening a way which has led to great medicinal discoveries." (Clause used by the INSTITUT DE FRANCE in awarding Serturner the Montyon Prize)

1816. The name MORPHINE is given to the sleep-producing principle of Opium, being derived from "Morpheus" the Greek god of sleep.

1823. DUMAS and Pelletier determine the composition of Morphine.

1827. MERCK is first to manufacture Morphine and to place it on the market for medicinal purposes.

Specify MERCK'S Morphine
Hydrochloras

To be had through the Regular Trade Channels

Darmſtadt

C. F. BOEHRINGER & SOEHNE
MANNHEIM, WALDHOF
MANUFACTURERS OF

"B & S" BRAND **COCAINE** "B & S" BRAND

Sulphate of Quinine and all other Cinchona Preparations; Ferratine, Lactophenine, Theophylline, Atropine; also of Acetanilid, Caffeine, Chloral-Hydrate, Codeine and its Salts, Cumarin, Gallic Acid, Glycerine, Phenacetin, Pyrogallic Acid, Resorcin, Strychnine, Terpin, Hydrate, Etc.

OUR REPRESENTATIVES FOR THE DOMINION OF CANADA
MESSRS. B. & S. H. THOMPSON & CO., LIMITED, MONTREAL

View Post Cards
printed after your own potos by
the Graphic Art Works
Markert & Sohn, Dresden-A.

Our Specialities are:
Platintype, Double-Collotype,
Double-Tone, Colored Collotype,
Handtinted. Albums and Booklets.

Wholesalers and Publishers please apply for free samples and prices.

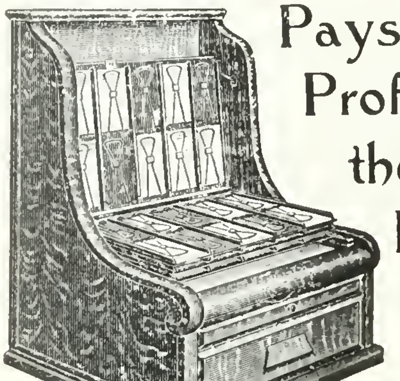
Illustrated Post Cards

Brown, Black and Colored
Birthday, Comic, Etc.

Please send five dollars for the newest and finest German novelties at wholesale rates.

Established 1895

VERLAG ANT. GERSTENKORN
HAMBURG



Pays a Profit from the Day It is Installed

- This is THE McCASKEY ACCOUNT REGISTER in which is embodied the SYSTEM of handling ACCOUNTS WITH ONE WRITING.
- Sixty thousands merchants are using it.
- If it saves them time, labor and money, it will do the same for you.
- We'll be glad to tell you about it and demonstrate it without any cost to you. Drop us a line saying you are interested.

First and Still the Best
Made in Canada

DOMINION REGISTER CO., Limited
96 to 104 Spadina Ave. Toronto, Can.

ANTIKAMNIA PREPARATIONS
REGISTERED U.S. PAT. OFFICE.

ANTIKAMNIA POWDERED
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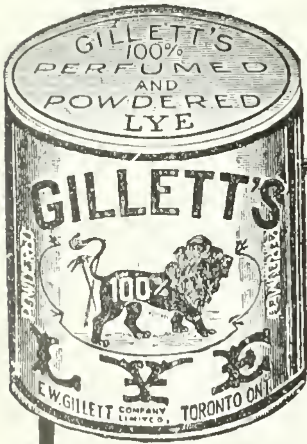

GILLETT'S 100% PERFUMED AND POWDERED LYE
GILLETT'S
100%
LYE
E.W. GILLETT COMPANY LIMITED TORONTO ONT.

GILLETT'S LYE
HAS MANY USES.

It makes soap. It cleans baths, sinks, pans, cans, dishes, drains, closets, etc., and everything pertaining to the home. It's a fine disinfectant.

GILLETT'S CAUSTIC SODA.
GILLETT'S CREAM TARTAR.
(Chemically Pure.)

Should be sold by every druggist in Canada.

If your wholesale house will not supply you at list prices, send order to us, and we will ship goods direct.

E.W. GILLETT COMPANY LIMITED
WINNIPEG TORONTO, ONT MONTREAL

The Name

Queen City

on a piece of Rubber Goods —or on the package—means something. It is

Our Guarantee

that the article is well made, of the best material has been thoroughly tested and will give perfect satisfaction if properly used.

DIXON-WILSON, Limited.
66 Spadina Avenue - - TORONTO, ONT

THE GREAT ENGLISH REMEDY

ALWAYS CURE **BLAIR'S GOUT PILLS** NEVER FAIL

For GOUT, RHEUMATISM, SCIATICA, LUMBAGO, and NEURALGIA

The Excruciating Pain is quickly relieved, and cured in a few days by these celebrated Pills. Sure, safe and effectual. Sold by all Chemists and Stores at 40c. and $1.00.

Canadian Agents: LYMANS Limited, Montreal

effecting improvements on the original strain. By varying the conditions of growth, by hybridisation, and by careful selection of seed, remarkable results have already been obtained. Cinchonas offer perhaps the best example of what can be done in this direction, the alkaloidal content of the barks cultivated in the East showing a large increase on those growing in the native forests of South Africa. The attempt to control the proportions of the different alkaloids present, although not yet crowned with success, offers a promising field for further research. Coca affords another example of the improvement resulting from scientific cultivation in Ceylon and the East Indies. In the opinion of Tschirch much remains to be done in this direction in other medicinal plants which are or might be improved by cultivation. Chevalier has recently shown how the alkaloidal value of belladonna root may be increased by the employment of nitrogenous manures, whilst unaffected by potash and phosphates, and we may anticipate that further experiment in this direction will be followed by successful results. The cause of the temporary variation in the quality of certain drugs affords further scope for botanical investigation. For many years the jalap of commerce yielded from 10 to 20 per cent. of resin. A few years ago there commenced a gradual decline in percentage until it was difficult to obtain tubers which would yield the 10 per cent. required by the British Pharmacopoeia. During last year the roots became very scarce, and almost famine prices were paid for samples of poor quality. About 9 months ago a sudden change occurred, importations being more abundant, prices fell, and at the same time the quality showed great improvement, there being plenty of jalap available containing 10 to 15 per cent. of resin.

BOTANY SCHOOL, CAMBRIDGE, ENG., WHERE THE MEETINGS OF THE BRITISH PHARMACEUTICAL CONFERENCE WERE HELD.

The standardization of disinfectants is a subject which has recently received much consideration, and which must be of great importance and interest to pharmacists. The difficulties met with in the investigation appear to be as great, or even greater, than those encountered in the standardization of drugs. A true disinfectant must not simply be a germicide, but also have the power of decomposing and rendering innocuous the poisonous substances produced by the microorganisms of disease. The conditions in which the disinfectants are to be used have also to be considered, such as the temperature during the process of disinfection, the presence of foreign substances, and the variety of micro-organism which is the cause of the trouble. Neither the chemical nor bacteriological processes which have hitherto been devised seem to be applicable in all cases, although for specific purposes comparisons of efficiency may be deduced. I am very pleased to see that we are promised papers on this subject during the present sitting of the Conference, and we may confidently anticipate further light on a difficult question.

"Another subject of deep interest to pharmacists, although outside the scope of their ordinary work, is the relation of chemical constitution to physiological action and the production of synthetic remedies. Although the time is probably still far distant when the medical men will be able to rely entirely on the chemist for the synthetic production of compounds possessing any required physiological activity some progress has already been made in this direction. In the case of ergot an active principle (p-hydroxy-phenylethylamine) has recently been separated from the aqueous extract, having the power of increasing the blood pressure. This compound which can be produced synthetically, is found to bear a close resemblance in constitution to adrenaline, which has the same physiological action. By thus comparing the constitution of active principles from different drugs similar in physiological action it may be possible to produce a synthetic remedy having the advantages of each and free from any deleterious properties. Thus eventually in the distant future when chemistry and physiology have sufficiently advanced it may be possible to build up synthetically all the remedies that may be required. The synthetic remedies which have appeared since the introduction of antipyrin in 1883 must be counted by hundreds, and although many have had a very evanscent popularity, others remain as most valuable drugs. One of the most interesting of these products resulted from the investigation of the anaesthetic action of the derivatives of cocaine. The result was the production of the b-eucaine possessing similar anaesthetic properties, but being almost free from the toxicity of the natural alkaloid."

Among other questions asked by the President was that of pharmacists and the British pharmacopocia. He pointed out that in other countries pharmacists had equal responsibility with medical men in the production of pharmacopoeias but in Great Britain the book was produced solely by the General Medical Council. A small committee of pharmacists had, however, been appointed to advise the Medical Council on the pharmacy of certain sections of the pharmacopoeia; and this the President welcomed as a step in the right direction.

After the President had been thanked for his address, the report of the executive of the Conference was read by the general secretary, Mr. Saville Peck, M.A., and Mr. John C. Umney, presented the financial statement. Both reports were considered highly satisfactory and were adopted.

READING OF PAPERS.

A large number of science papers were communicated to the meeting. Professor Sims Woodhead, (Cambridge), and Dr. Constant Ponder read a paper on "the Bacteriological Standardisation of Disinfectants" ; Professor R. T. Hewlett spoke on "The Woodhead Ponder Method of Testing Disinfectants." Mr. C.T. Kingsett, F. I., C., of the Sanitas Co., Limited, presented a paper on "Bacteriological Testings of certain Disinfectants, and the Results as Offered by Varying Conditions." Other papers read included the following : "The Proposed Essential Oil Monographs," by John Henderson ; "Oil of Cinnamon Bark," by J. C. Umney and C. T. Bennett ; "The Effect of Age on the Compositionof Oil of Anise," by Arthur W. Knapp, B.Sc., F.I.C. ; "Phosphoric Acid and Ammonium Phosphate," by T. E. Wallis, B.Sc. ; "Asafetida," by J. C. Umney and S. W. Bunker ; "Liquid Extract of Ergot : An Improved Method of Preparation," by J. H. Franklin, with "Results of Physiological Tests," by G. S. Haynes, M.D. ; "The Chemistry of Cimicifuga Racemosa," by Horace Finnemore, B.Sc. ; "The Extemporaneous Preparation of Chloroformum Belladonnae," by Ernest Quant, F.C.S. ; "Note on Turmeric," by F. H. Alcock, F. I. S ; "Note upon the Filling of Hypodermic Ampoules," by Thomas Stephenson.

O.C.P. NOTES.

There are already 61 students enrolled for the autumn session of the College, which commences on Sept. 7th. This number will, no doubt, be largely increased by the time the college opens.

The registrar's office has recently undergone a thorough overhauling and now presents a very inviting appearance. New carpets have been laid, the walls have been freshly decorated, and everything has been done to add to the general beauty of the interior.

Mr. W. B. Graham, registrar of the O.C.P., and his family have returned from their holiday outing at Port Rowan. Mr. Graham reports having had an excellent time and is in good trim for the Bowling Tournament, as well as for his duties at the college.

Among recent visitors at the college were two former graduates, Mr. F. C. Pearn, class '06, who is now Professor of Pharmacy in the Oregon University, and who was glad to make a call at his Alma Mater.

Another visitor was Mr. R. W. McMichael, an old O.C.P. graduate, and who now owns a drug business in Indianapolis, Ind.

ADDRESS WANTED.

Will the Yukon druggist who ordered a copy of the Practical Show Card Instructor please forward his name and address, the order having been mislaid.

CHANGE IN MANAGEMENT.

Mr. J. B. Olwin has been made manager of the Chicago branch of the Liquid Carbonic Co., of Chicago, with headquarters at Wells and Michigan streets, to succeed Mr. J. B. Griener, who was recently promoted to the position of general sales manager of the company. Mr. Olwin has been connected with the Liquid Carbonic Co. for nine years, and during the last few years has been sales manager of the Chicago branch of the company.

Special Export House for **OLIVE OILS** of the Provence and of Italy

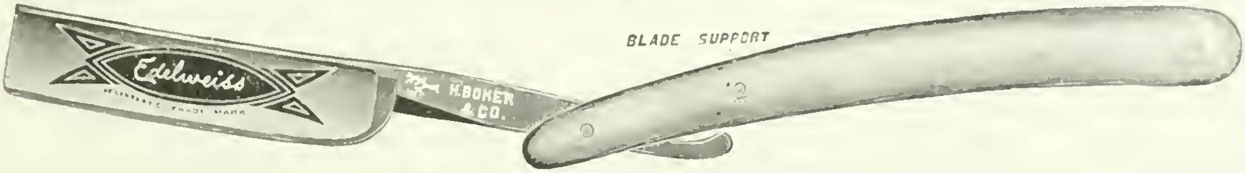
Registered Trade Mark "LA MARIE LAURE"

Ancient firm, CH. SABATIER & CIE, Established 1876.
Successor, CH. **BENABEN** at Salon, France.

The firm guarantees their oils absolutely pure and furnishes a certificate of the Laboratory for each shipment

Sole Agent for Canada ***THOMAS REID*** 9 St. Nicholas St., MONTREAL.

H. Boker & Co's "EDELWEISS"
with Blade Support



The usefulness of this Blade Support is when you close the blade of the razor it so fits underneath the tang that you cannot by mistake close your razor too far, preventing you from ruining your blade. It also keeps the handle from coming in contact with the blade, holding and keeping the keen edge as when it leaves the factory.

For Sale by All Leading Wholesale Houses

THE THERMOS BOTTLE

Keeps Hot
Keeps Cold

Now Made in Canada

New Catalogue
Send for one to-day

Shows better profits for retailers. Every Bottle guaranteed to do what we claim.

Canadian Thermos Bottle Co., . Toronto

The following letter, unsolicited, came to hand the other day, being addressed to one of our representatives, from one of the best known Druggists in Ontario. The letter speaks for itself.

DEAR SIR—Yesterday afternoon I had a piece of business which I thought might be of interest to you. In less than an hour I sold six bottles of Emulsion, one bottle Burdock & Sarsaparilla, two boxes Compound Cathartic Pills, one box Headache Wafers, one box Dr. Case's Pile Ointment and one box Eczema Ointment. The cost price of these articles being $1.75 and the net profit $2.10. In the first four cases they were repeats and it was the same people I sold the two Ointments, showing the good faith my customers have in your goods.

You will remember the day you were here you saw me sell a bottle of Hypophos. Well before night of the same day I sold two more.

Please see that my order now on hand is rushed. Yours for the T. P. Co. goods.

P.S. T. P's are repeats.

THE TORONTO PHARMACAL COMPANY, LIMITED
TORONTO - - MONTREAL - - WINNIPEG.

The Pure Food Law
prohibits the sale of any
but strictly pure

Special Prices when ordered in bulk packages.

EXTRACT
. VANILLA .

WYETH'S represents the True Flavor
of Choice Vanilla Beans

FREE FROM ANY ADULTERANT

PURE AND WHOLESOME

* * *

JNO. WYETH & BROTHER

INCORPORATED

Philadelphia, Pa.

PHARMACY IN GREAT BRITAIN

Pharmaceutical Conference at Cambridge—Exit the Local Associations Federation Reciprocity in the Recognition of Diplomas Pharmacy Act Proceedings Sending Poison by Post.

(From our London Correspondent.)

The annual meeting of the British Pharmaceutical Conference is always one of the most interesting events of the year, and is usually attended by a large number of pharmacists. This year's gathering took place at Cambridge during the last week of July, and as far as attendance at and interest in the Conference were concerned, the meeting was one of the best in recent years. Mr. F. Ransom, who is a pharmaceutical chemist, and Fellow of the Chemical Society, carried out the duties of President with much ability and credit. His address at the opening session of the Conference was a careful survey of the progress of pharmacy and pharmaceutical research. One of his main points was in connection with the lack of definite co-operation between pharmacologists and chemists. Looking back over the results of these workers during the last fifty years, he thought that they might have achieved much more valuable results if there had been proper organization of the two classes. He advocated the formation of a joint committee of medical men and pharmacists to bring about this object. The scientific papers communicated to the meeting were of a high order, and elicited lengthy discussions. Due attention was paid to the social side of the Conference, visits being made to several of the Cambridge colleges, and to places of interest in the surrounding district. Mr. W. F. Wells, of Dublin, was elected President for next year, and an invitation to hold the 1911 Conference at Portsmouth was accepted.

* * * *

The Federation of Local Pharmaceutical Associations appears likely to be disbanded. After an existence lasting about ten years, it has been decided that as other organizations perform the work which the Federation had in view, there was no need for its continuance. This was the substance of a meeting of the Federation which took place during Conference week at Cambridge. It may be of interest, perhaps, to explain that the Federation is composed of local associations of pharmacists representing various parts of the country. Its chief object is organization, but as the Pharmaceutical Society has now taken the associations under its wing, there was a possibility of overlapping. The Conference also carries out other objects of the Federation—hence the general desire that the Federation should come to an end.

In reference to the controversy regarding the question of reciprocity in the acceptance of Colonial diplomas for registration without examination, a recent decision of the Brisbane Pharmacy Board, Queensland, is of interest. The Board having apparently exhausted its patience in waiting for the English authorities to make provision for the acceptance of Colonial diplomas has unanimously decided to cancel the right of British pharmacists to registration without examination. I understand that considerable feeling has been aroused in this matter, and some surprise has been expressed at the action of the Brisbane Board. It is even rumored that other bodies are thinking of following the example of the Queensland authorities. As you have recently pointed out in your columns, there is no occasion for hasty action of this kind. Possibly our friends over the seas do believe that the Pharmaceutical Society of Great Britain is moving very slowly in this matter. It must be remembered, however, that the subject raises a very big question, and involves many other points besides that of the reciprocity in the acceptance of diplomas. It means the introduction of many new by-laws, the division of the qualifying examination, the institution of a curriculum, and many other matters of great importance. A report presented at the August meeting of the Council of the Society clearly shows that progress is being made in this matter, and that it is now under the consideration of the council. Pharmacists in this country join with their brethren over the seas in hoping that Great Britain will soon fall into line and accept the diplomas of those parts of the Empire where the English certificates have been so generously accepted in the past.

* * * * *

Proceedings against seedsmen and ironmongers for selling poison illegally continue to receive attention in the County Courts. On July 26, at Birkenhead, Thomas Graham, a seedsman, was sued for a penalty of £5 for selling a bottle of fumigator containing nicotine, without observing the regulations prescribed by the Privy Council. The omission which constituted the ground for the action was the sale of the article without the package bearing the name and address of the vendor. The judge ordered payment of the amount claimed, with costs.

The sending of a packet of poison by post led to a curious charge coming before the Marylebone Magistrate recently. A woman was summoned for sending to a neighbor a quantity of noxious and deleterious substance, namely mercuric chloride. The proceedings were taken under the Post Office Act, 1908, and it appeared that there had been a good deal of ill feeling between the parties for some time. The package was addressed to the complainant, and on the corner was the word "sample." In the box were a dozen sweets. The complainant not liking the appearance of the sweets had them analysed, and each was found to be impregnated with a solution of mercuric chloride, in such quantity as to make any person who took the sweets very ill. The analyst stated that he had tasted one of the sweets, and the caustic effect it produced in his mouth lasted more than two weeks. The magistrate ordered an adjournment of the case for other details to be obtained.

* * * * *

Owing largely to the holiday season, business in drugs and chemicals has been quiet. Opium reports from Smyrna state that the market here has been active, the largest buyers being Americans. Morphine is quoted at 6s. 9d. per oz., for the hydrochloride powder, but the present position of the market is unsettled. Codeine has been reduced by 5d. per oz., making the third reduction in a few weeks. There have been other changes of importance.

SERUM THERAPY AND BACTERIO-THERAPEUTIC PREPARATIONS

This is the title of a brochure received from E. Merck, Darmstadt, being a reprint from Merck's Report, 1909, and dealing with serum therapy and the preparations of the firm along the lines indicated in the title.

The history of the discovery of these serums is exhaustively dealt with and furnishes interesting as well as valuable reading.

The list of serums to the casual reader is perhaps somewhat surprising, but experimental research along these lines have shown wonderful strides in the past few years, so that now serums are looked upon as a necessary part of the treatment of diseases generally.

The work before us treats of serums, anthrax, antistreptococcic, antithyroidin moebius, cancer, cholera, dysentery, gonococcus, hay fever, jequiritol, meningococcus, pneumococcus, snake poison, staphylococcus, tetanus, tuberculin, tuberculosis, typhoid and diphtheria antitoxin.

Don t change your opinion unless you have a clean one to put on.

FLUID EXTRACTS CONTAINING GLYCERIN.

Dr. R. Firbas, of Vienna, has communicated to the German Society of Physicians and Naturalists the results of experiments made by him on the rôle played by glycerin in the manufacture of fluid extracts according to the directions of the Austrian Pharmacopoeia, in which glycerin is used, and compared them with a number of parallel preparations in which the glycerin was omitted. He found that in the fluid extracts of cinchona, cola, condurango, hydrastis and ergot the alkaloidal or glucosidal content was the same, whether glycerin was used or not. The preparations of cinchona and cola containing no glycerin showed a higher diminution in strength than those made with it, which was also the case with fluid extract of condurango, although in a less degree, while fluid extract of hydrastis showed no deviation. The extractive matter becomes less in quantity, during storage, in the extracts containing glycerin than in the others, notably in the fluid extracts of cinchona and cola; fluid extract of condurango is more stable in this respect, while in fluid extract of ergot there is very little difference between the preparation containing glycerin and that not containing it. The loss in alkaloidal or glucosidal content and in extractive of fluid extract containing glycerin was very slight after three years' storage—so slight, in fact, as to be negligible; while the loss in the same constituents in glycerin-free preparations was greater during the first year of storage than subsequently. These facts led Firbas to the conclusion that glycerin should be used in the preparation of the fluid extracts of cinchona and cola; that its use is advisable in manufacturing the fluid extracts of condurango and hydrastis, but that it is not necessary in fluid extract of ergot.—National Druggist.

PRESCRIBING ASPIRIN ACETYLSALICYLIC ACID IN SOLUTION.

A correspondent of the British Medical Journal, who asks if there is any objection to prescribing aspirin in combination with liquor ammonii acetatic, in which it is freely soluble, is told that when acetylsalicylic acid is dissolved in that liquid, it undergoes gradual hydrolysis into acetic and salicylic acids, but the change occurs much more slowly than when it is dissolved in weak alkali; experiments show, however, that the amount of hydrolysis in such a solution is rather considerable in a few hours. There appears no objection, continues the answer, on chemical grounds to dissolving acetyl-salicylate acid in this way if the medicine is to be taken at once, but if it is to be kept for a day or two, more or less ammonium salicylate will be produced, and the advantage of using the derivative of salicylic acid instead of the acid itself will be largely lost.—Chemist and Druggist.

NA-DRU-CO

NA-DRU-CO

Don't Let
The Little Coin
Obscure
The Big Value

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A Five Cent Piece Held
Close to the Eye Will
Obscure the Sun.

*

ADVERTISED GOODS

are worth more than those that are not advertised.

The public have confidence in them, and they are "half sold" when you buy them.

The "personal talk" at the counter is all that is required to complete the sale that is already half made in the mind of your customer.

NA-DRU-CO GOODS

are well advertised.

We supply the Publicity --- You supply the salesmanship
We will both make more money.

NA-DRU-CO

TORONTO - HAMILTON - LONDON

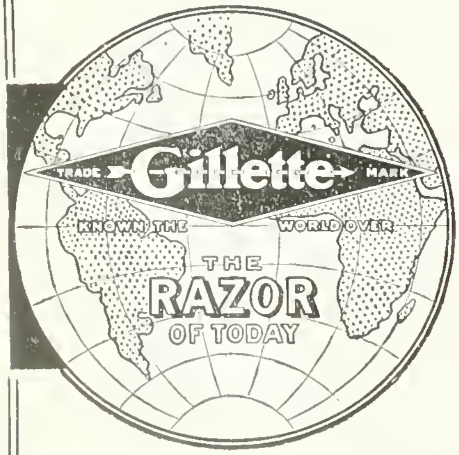
Men Like These Are

Customers Worth Winning

The keen, active young man, clean-cut, ambitious, fond of out-door sports, is a source of steady revenue to the druggist who gets his trade.

His holiday supplies—a GILLETTE Safety Razor, brush and soap, sponges, talc, tooth brush and paste, mosquito oil, a kodak and films—his stay-at-home necessities and luxuries—a nightly cigar as he passes, chocolates for "Her," soda-fountain products, toilet supplies—all these little things he buys count up to a tidy bit of business in the course of a year.

Catch him young!



There's no better bait than this

"Gillette Depot" Sign

He's going to buy a GILLETTE **somewhere,** of course, and he'll go back to that "somewhere" regularly for new blades. Once he buys a GILLETTE from **you,** and finds out how thoroughly satisfactory it is, you will have the best chance in the world to hold his whole trade.

If by any chance you haven't got this new "GILLETTE Depot" Sign yet, don't waste another day before writing for it.

Christmas is coming! Last year we had to disappoint many of our customers who ordered too late. It's none too early now to order for November or December delivery.

Gillette Safety Razor Co. of Canada, Limited
Office and Factory - - - - 63 St. Alexander St., Montreal

North West Territories Pharmaceutical Association Annual Meeting

The annual meeting of the N.W.T. Pharmaceutical Association was held in Banff on July 19th and 20th, with about the average attendance of members.

Much regret was expressed at the unavoidable absence of the President, Mr. Higinbotham. Mr. Graydon, the Vice-President, presided at all the sessions, and proved himself an excellent chairman.

After the reading and adoption of the minutes of the last year's meeting, several communications were read, some with reference to this year's meeting of the C.P.A., others applying for special registration, and a number protesting against the provisions of our Pharmacy Act. The communications were referred to a special committee for consideration and report. The committee so appointed consisted of Messrs. Pingle, Pennington and Nicoll.

The Registrar-Treasurer's report was then read. The report consisted of eleven clauses, and the subjects dealt with were:

1. The healthy condition of the finances.
2. The unprecedented demand for registration. Fifty-seven names had been added to the register since last meeting by diploma, which eloquently demonstrates the rapid development of the Provinces of Alberta and Saskatchewan.
3. Two examinations were held. A total of 27 candidates wrote, out of which 22 succeeded in passing.
4. Circulars and blank forms were mailed to all druggists, requesting registration of apprentices. By this means about 80 apprentices are registered.
5. After consulting the Council and securing their approval, a temporary arrangement was made and the services of George Burrows were secured as travelling agent for the Association, with authority to collect all outstanding fees, and to prosecute all offenders. His success fully demonstrates the need of such an agent, and it was the duty of this meeting to decide whether or not his services should be retained.
6. The question of the C.P.A. and the necessity of appointing delegates to this year's meeting at Halifax.
7. The question of new Legislature, involving the separation of the two Provinces. Circumstances have arisen since last meeting which point to the necessity for legislation, and the constant complaints against some of the provisions of the present act seem to emphasize the fact that it requires important changes.

The report closes with reference to the importance of the subjects presented, and thanks the members for kindness extended to the Registrar-Treasurer during the year.

Attached to the report are lists of names of those who registered during the year, and of those who wrote on the examinations.

The financial statement was then read as follows:—

Receipts—	
Balance on hand July 31st, 1909.	$14,397 75
Registration fees	2,850 00
Annual fees	1,097 00
Exam. fees	262 50
Poison Books	2 50
Debentures, interest, etc.	781 02
Interest on deposits	303 65
	$19,694 42
Disbursements—	
Auditors	$ 10 00
Treasurer's Bond	10 00
Annual meeting	372 05
Canadian Pharm. Assn.	134 00
Bonds (Can. West & Coal & Coke	4,750 00
Refund Exam. fee	7 50
Poison Books	56 10
Legal expenses	5 00
Exam. expenses	177 82
Salary Reg.-Treas.	533 35
Exchange	10 35
Engrossing	10 80
Printing and Stationery	31 50
Postage	35 00
G. Burrows	100 00
Deposit Union Bank (Savings)	939 95
Deposit Bank of Montreal	11,289 89
Deposit Bank of Montreal (open)	1,221 11
	$19,694 42
Assets—	
Deposits	$13,450 95
Bonds and Debentures	7,962 58
Total Assets July 13, 1910	21,413 53
Total Assets July 31, 1909	17,897 75
Net Gain	$3,515 78

The Auditors' report was then read.

On motion of Messrs. Pennington and Findlay, the Registrar-Treasurer's reports were considered clause by clause. Clause after clause was adopted with little discussion until No. 5 was reached, and after some discussion, and as six o'clock approached, it was decided to refer the remainder of the report to committees which were instructed to report the following morning.

Clause No. 6 was referred to Messrs. Edwards, Graydon, Findlay and Martin.

Clause No. 7 was referred to Messrs. Ferguson, Edwards, Findlay and Sissons.

Adjournment was made until 10 o'clock the following morning.

The committee on correspondence reported :—

Recommended sending delegates to the annual meeting of the C.P.A., number and personnel to be decided by the meeting.

Expressed regret at the absence of the President.

Could not recommend registration to either of the applicants.

Found it impossible to deal with objections to the present Pharmacy Act.

On motion of Messrs. Pingle and Edwards, the Registrar-Treasurer was instructed to send cheque at the rate of fifty cents per capita to the C.P.A.

On motion of Messrs. Edwards and Findlay, Messrs. Martin, Findlay, Graydon and Ferguson were appointed delegates to attend the annual meeting of the C. P. A.

The report of the committee was then adopted.

The report of the committee on Clause 6 was read.

They endorsed the action of the Council in securing the services of George Burrows, and recommended retaining his services if satisfactory arrangements can be made. The question of remuneration was referred to a committee consisting of Messrs. Pennington and Martin.

The report was adopted.

The committee on Clause 7 reported as follows:

"In view of circumstances which have arisen since our last meeting, we deem it advisable to place ourselves on record as favorable to the formation of a Provincial Association for Saskatchewan, and a Provincial Association for Alberta, and we respectfully instruct the Council of this Association to frame a Pharmacy Act for each Province, the same to be submitted for consideration to the druggists of both Provinces before presenting to the Provincial Legislatures.

"We sincerely hope that those most cordial and happy relations which have always existed in the N. W. T. Pharmaceutical Association as one family, will continue to exist and grow with the increased growth of each Province, and that some organization to that end and to the general welfare of the practice of pharmacy in the West should be instituted.

"The necessary expenses in connection with the separation to be borne by this Association."

The report was adopted.

Messrs. Findlay, Graydon, Ferguson and Martin were, at a subsequent meeting of the Council, appointed a special committee to prepare material and draft a Pharmacy Act for submission to the druggists in the two Provinces.

SELLING SPICES AND FLAVORS.

It is pretty generally recognized as a fact that the sale of these condiments is no longer in the hands of the druggist. And yet it is well within the memory of some of the older men in the business that this trade was almost exclusively in their hands.

Endeavoring to get this trade back into its legitimate channel suggests a few thoughts on trade conditions. There is but little satisfaction in seeking to learn the cause of the departure of so much of the trade once almost exclusively ours. The fact remains that others now exploit the field in certain articles which the druggist once claimed as his own.

As spices and flavors are properly a part of pharmacy, entering into many medical compounds, it seems natural that the druggist should be a purveyor of this class of goods to the general public. Besides, his education and training make him better fitted to judge of the quality of the spices he offers for sale than the average groceryman, as he is certainly better qualified to prepare the various flavors used in the household than the dealer in sugar and coffee.

It is certainly more satisfactory, as it is more ethical, to furnish the sale of such articles so closely allied to pharmacy, and which have always been regarded as a legitimate part of the drug store stock, than those other goods bearing no relation to the business. These days of the over supply of drug stores, with its corrollary of keen competition, have brought about a condition of degrading pharmacy in the multitudinous variety of wares styled side-lines now so generally found in drug stores. The drug store whose existence depends upon the profits accruing from the sale of these goods whose character is so totally foreign to pharmacy, is, we fear, having notice served on it by the public that as a pharmacy it is no longer needed. Superior quality is the one thing that is needed to differentiate drug-store spices and flavors from those of other dealers.

The superiority of an article is that which lays the strongest hold of memory, whilst the price paid is soon forgotten. There are people in every community to whom the quality of an article more strongly appeals than the low cost—quite enough such people, if properly handled, to make a very good spice trade for the druggist. Having the goods, the next thing is to bring them to the attention of the users.

Sampling, to be effective, ought to be sufficiently liberal and in attractive form to make an impression. Put specimens up in glass-stoppered bottles in a neat case, with printed matter giving a brief historical sketch of each spice and the mode of preparation of each flavor, and you will at

TWO PROFIT PAYING PREPARATIONS

Dr. Vida's Pain Expeller

"Standard and Reliable"

160 % Profit

The Most Attractive Preparatory Packages on the Market

If you have never purchased **Dr. Vida's Pain Expeller** from us, drop a postal card today for SPECIAL OFFER No. 3, and attach your label, and name of your Jobber, we will forward it through them charges prepaid.

1 Doz. Dr. Vida's Pain Expeller $1.75

½ " " " " Free together with the following advertising matter:

12 folding Dummies for window display,

100 Dr. Vida's Pain Expeller Booklets,

1 Transparent Window Sign and Window Strips in Polish, Slavish and Hungarian.

Any Drug Store can sell 1 doz. **Dr. Vida's Pain Expeller,** and with the aid of the advertising establish a trade on a profit paying preparation.

$5.00 per doz. A special price if ordered in conjunction with Dr. Vida's PAIN EXPELLER.

Window Cards in Slavish and Hungarian with each dozen.

CARPATHIAN HERB BITTER WINE

140 % Profit

Write Today for Our Price List containing Prices and Photographs of 50 Specialties for the Hungarian, Slavish and Polish Trade.

Cambria Drug & Mfg. Co., Inc., - Johnstown, Penna.

No 2026 "The Proprietary or Patent Medicine Act," Dominion of Canada

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New Towns! New Druggists!

On the dispensing shelves of our principal cities the "Frosst" label is prominent.

In the new North West, the sites of future cities, the "Frosst" label is seeking its place.

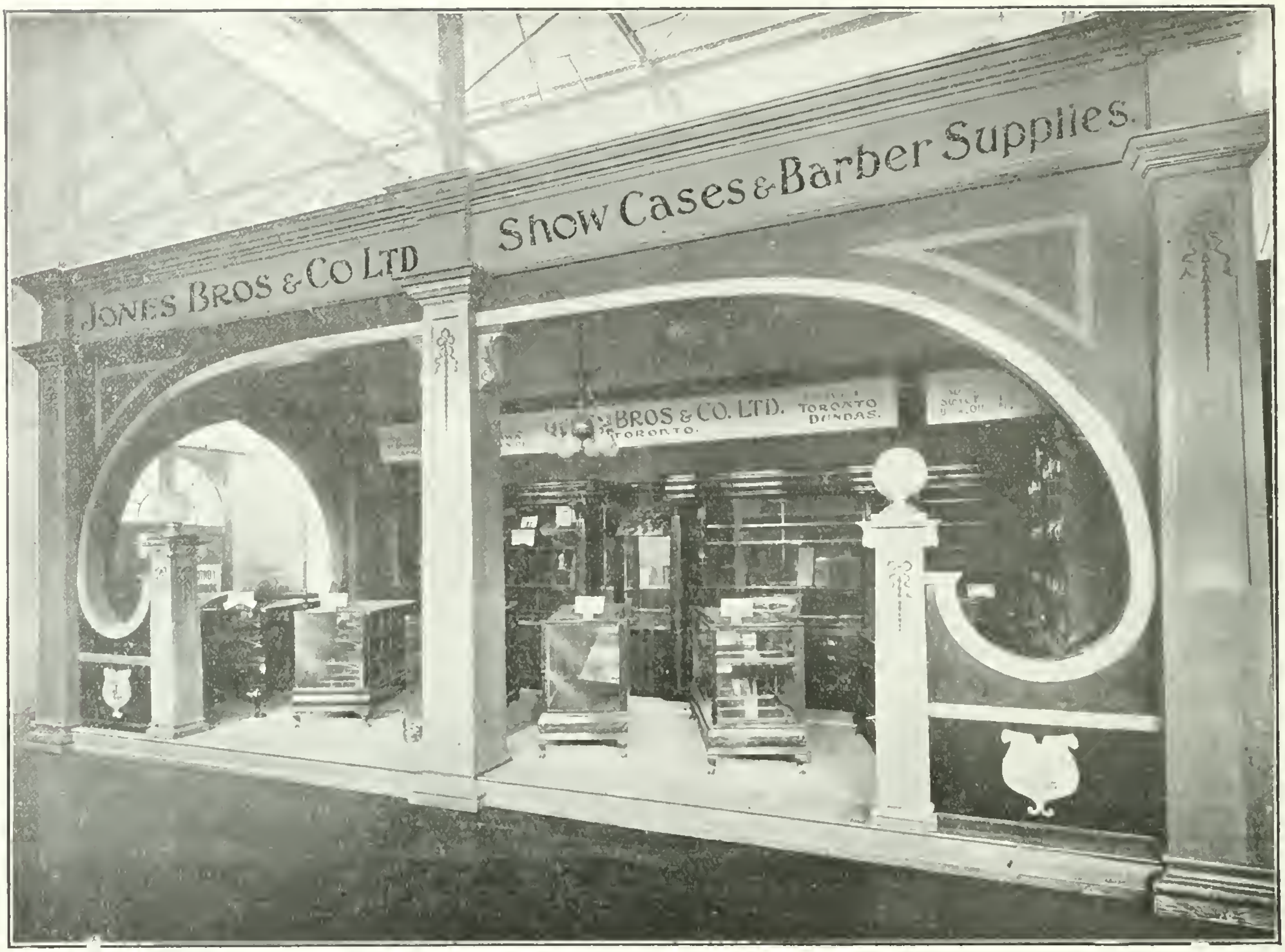
The "Frosst" label merits confidence, secures confidence and retains confidence.

The new druggist in the new town will require our goods and should have them on his shelves.

Physicians recognize the absolute reliability of Frosst's Pharmaceuticals and specify them.

Be ready to respond. When starting the new store, send for our price list. We want your opening order.

Charles E. Frosst & Co., Montreal



Look for Our Exhibit at The Canadian National Exhibition

TORONTO, August 27th to September 12th

SPECIAL DRUGGISTS' DISPLAY

Tincture Shelving, Patent Medicine Cases, Prescription Cases, Show Cases and Display Counters

At Main Entrance of Industrial Building

If you are not attending Exhibition, send for our Catalogue

JONES BROS. & COMPANY, Limited

Drug Store Builders

29-31 Adelaide St. West - TORONTO

once enlist interest. These samples, placed in the family where you know they will be appreciated, remain in the household as a perpetual reminder of your store and the excellence of your stock. The cost of this way of advertising isn't so much to be considered as the permanent character of it.

To those who have a trade with the rural population a profitable business can be secured in the sale of black pepper during the hog-butchering season. Granulated Potassium nitrate and coriander seed also go along with this sort of trade. The ordinary ground pepper, with its coarse particles and fine dust, is undesirable, and if your pepper is granulated of uniform size it appeals to the user as something out of the ordinary and is eagerly sought.

Our sale last winter of granulated pepper amounted to eight hundred pounds, and our supply was exhausted before the season was over. Each season for the past few years has witnessed an increased sale of this article.

We send samples out in small cylindrical wood boxes bearing this label :

SAMPLE PURE BLACK PEPPER

Ground for country butchering. This quality of high-grade pepper is sold only at Patton's City Drug Store.

Remember this : When you buy low-priced pepper you are paying for high-priced dirt.

A WORD TO THE WISE IS AMPLY SUFFICIENT.

Every fall we send out samples, enclosing the latter in a circular bearing the following text :

This condiment is more generally and more largely used than any of the other spices.

There are a great variety of peppers, as well as a great difference in the quality of black pepper.

The best grade of black pepper is the Singapore grown on an island off the peninsula of Malacca, East India.

All pepper coming to this country, no matter where grown, contains about ten pounds of dirt in each hundred-pound bag.

The pepper grain grows in a pod like a pea, and is threshed out on the ground.

In gathering it up to bag it up for shipment, it naturally follows that a good deal of the ground must come along with each shovelful.

Gravel, sand, broken sticks and clay constitute the dirt found in whole pepper as it comes to this country.

As to the amount of dirt and adulteration intentionally put into ground pepper, that depends altogether upon how small a price you want to pay for it.

Besides the foreign matter found in whole pepper already mentioned, those who grind spices for the market are disposed to accommodate all who want quantity and not quality who want a low-priced and not a pure product.

Hence, buckwheat hulls, cocoanut shells, burnt, stale and musty crackers are added to and ground with the pepper. It is pulverized and a little cayenne is added to make it hot.

All of which means that you fix the price you want to pay and the grinder fixes the stuff.

True economy lies in getting the worth of your money. Buying dirt for pepper is not economy.

We submit a sample of our double-sifted, absolutely clean Singapore Black Pepper, coarsely ground for country butchering.

For the past fifteen years we have been selling only this one quality, in both finely and coarsely ground products.

HINTS ON HANDLING AND SELLING PERFUMES*.

By P. Henry Utech, Ph. G.

Upon careful investigation as to which particular department of our business it would pay to push more earnestly than another, we concluded that perfumes were, perhaps on the whole, fully as satisfactory as any of our various side-lines.

The remuneration from them is ample in more ways than one. In the first place the margin of profit in handling a good line of high-grade perfumes is seldom less than 100 per cent or better: and, secondly, when you consider the vanity of womankind on the question of perfumes, the very name is a subject dear to the feminine heart. All that remains for the druggist to do is to exploit some odor that is new or especially fragrant, and I have yet to encounter the woman who was not thankful for the information received and interest shown.

Surely, no other phase of the drug business benefits more by the old adage : "A pleased customer is the best advertisement." We believe and know that it pays to put forth a little extra effort in this direction, and we base our main effort, first, on the question of quality, and, second on the permanence or lasting properties of this or that particular odor.

It is my opinion that a large portion of the perfume business has been unnecessarily diverted from our field into other channels, such as the department stores, etc., simply because of our failure to emphasize and impress on each and every customer the matter of quality, which in perfumes, as in many other things, is certainly of first importance. Since the introduction of synthetic or artificial perfumes a few years ago, innumerable manufacturing concerns have sprung up all over our great and glorious land who market these goods in tasty, unique packages, with boxes or lables in exact fac-similes of the genuine French articles, but in many instances the only resemblance of the original odor lies in the beautifully colored lithograph of the rose or the violet on the label, the packages themselves, in many cases, being worth intrinscally more than their contents. Naturally, these products, gotten up in elaborate style, find a ready market through the medium of the department stores, mail-order houses, house-to-house peddlers, etc.; and thus, I repeat, knowing these conditions to exist, it behooves the druggist to go into much detail, explain and emphasize the quality of the real article—the kind he sells — with all the force and argument at his command, for this kind of competition is certainly not legitimate once the true difference is demonstrated to the customer.

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* Presented to the Commercial Section of the A.Ph.A. at the Los Angeles meeting, August 16-21, 1909.

The next thing needed, in order to sell perfumes successfully, is to know perfumes—not simply have an acquaintance with the printed labels (which is the sum-total of many a salesman's knowledge,) but a thorough conversant knowledge of the subject. Let the druggist investigate their method of manufacture ; ascertain how floresences or concrete perfumes are made ; look up some of the more commonly used synthetic bases which form such a large part of the more popular odors, so as to enable him to discuss perfumes intelligently with his customers. The knowledge thus obtained serves a two-fold purpose ; it increases your general sales and it impresses the patron with the fact that you are something more than the ordinary merchant or salesman.

The proper keeping of one's stock of perfume is also important. Considerable time and expense are consumed by the manufacturing perfumer in getting up suitable wrappers and packages, in order that the contents shall reach the purchaser in the very best possible condition. Yet all his efforts count for naught unless we employ the same precautionary means in the proper handling and storing of the packages as soon as they come into our possession. Light has a very deteriorating influence on perfume, and constant exposure thereto very materially alters its character, while direct sunlight, as is well known, completely oxidizes many of the finest synthetic odors, rendering them almost entirely unfit for sale.

It pays to focus your attention on special odors, and we have been very successful in promoting quite a sale on several of these in times past. By purchasing in large quantities or in bulky packages, which a good sale enables one to do, an extra discount is generally obtainable, and this also brings down the cost and increases the profit. In one instance recently we sold several gallons of an entirely new odor, realizing a profit of 150 per cent. on the transaction.

One of the very best methods we have ever found to promote the sale of a new perfume has been the use of small perfumed blotters, with with some neatly-worded catch phrase imprinted thereon. These are carefully inserted in all packages leaving the store. Upon reaching their destination they are generally inspected by the different members of the family, and if the odor is a pleasing one, the souvenir is usually preserved in milady's boudoir, and later a sale almost always follows as the result. We have tried various other methods, such as perfuming theatre programs, sending out invitations, etc., but they have not brought the returns for the investments which the small blotters have yielded.

By following out the suggestions herein noted, regarding the perfume business, the druggist will receive daily dividends in money, profit and satisfaction.

Only death can stop a wise man's education.

The Philadelphia College of Pharmacy

Offers a complete course in

Pharmacy, Chemistry Materia Medica Botany and Pharmacognosy

leading to the degree of P. D. (Doctor in Pharmacy) or P. C. (Pharmaceutical Chemist).

Lectures, recitations, and labratory work are given, thus combining theoretical instruction with practical experience.

The laboratories are thoroughly up-to-date in equipment.

Store employment with College privileges easily secured, P. C. P. students being always in demand.

For full information regarding entrance requirements, tuition, etc., address,

J. S. BEETEM, Registrar
145 N. Tenth Street Philadelphia, Pa.

FINE PHARMACEUTICAL PRODUCTS THAT GIVE SATISFACTION TO PHYSICIAN, PHARMACIST AND PATIENT

TRADE MARK 'TABLOID' BRAND
TRADE MARK 'KEPLER' BRAND
TRADE MARK 'ENULE' BRAND
TRADE MARK 'VALULE' BRAND
TRADE MARK 'VALOID' BRAND
TRADE MARK 'SOLOID' BRAND
TRADE MARK 'HAZELINE' BRAND
TRADE MARK 'ELIXOID' BRAND
TRADE MARK 'VAPOROLE' BRAND
TRADE MARK 'WELLCOME' BRAND

The products bearing these Trade Marks are issued by BURROUGHS WELLCOME & Co.

They represent the highest perfection yet attained in manufacturing processes and the latest development of scientific research.

The sale of articles of other manufacture when any of these brands are specified in ordering is an infringement and unlawful.

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SYDNEY CAPE TOWN MILAN SHANGHAI

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and 35, 37 & 39, West Thirty-third Street, NEW YORK CITY

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TORONTO, ONT.: W. J. A. & H. Carnahan—LONDON, ONT.: J. A. Cairncross & [illegible]—VANCOUVER, B.C.: W. M. Harrison & Co.—WINNIPEG, MAN.: W. F. C. Brathwaite, and The Gordon Mitchell Drug Co.

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LEVER BROS., Limited

Chemically Pure

REFINED GLYCERINE

(MADE IN CANADA)

In Half Ton Drums
56 lb. Cans, 28 lb. Cans and
Winchester Quarts

QUOTATIONS GIVEN FOR ANY QUANTITY

SELLING AGENTS

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3 Dalhousie St. - Montreal

SOUTHALLS'

SURGICAL DRESSINGS

Absorbent Wools, Lints, Bandages, Gauzes and Butter Cloths, Aseptic and Antiseptic Dressings, Boric Lint.

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Did You Ever Notice

that the druggists throughout the country who do the largest trade are always the fellows who are not afraid to buy enough of any good patent medicine in order to get a lot of free advertising.

On the other hand did you ever notice the shiney coat and frayed at the bottom pants on the man who is always knocking patent medicines and talking about the professional aspect of the drug business.

That ought to be enough to convince you of the wisdom of writing The Merrill Medical Co., Manufacturing Chemists, Toronto, regarding exclusive advertising proposition for

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A NATION AT WAR AGAINST THE GREAT WHITE PLAGUE.

SOME CURIOUS CIRCUMSTANCES CONNECTED WITH THE FIGHT AGAINST TUBERCULOSIS

By Felix J. Koch

The recent anti Tuberculosis Congress, with its discussions of what is being done the country over in the battle against this scourge, has led to the uncovering of some curious "cures," both past and present, which have been put in vogue in America.

Perhaps nowhere on all the Continent is tuberculosis so widespread as in Labrador, the mighty peninsula jutting out eastward into the sea. Thirty thousand odd fishermen come each year from Newfoundland and Nova Scotia and below, so soon as navigation opens in the spring-time, to take the cod up here.

These fishermen are financed by so-called planters, who bring the men and the schooner girls, summer substitutes for wives, and scatter them along the coast. There, then, in miserable hovels, set up often of turf or else of a wattling of boughs coated over with the earth, these live to take the codfish. It is cold, very cold, up there, notably when an iceberg lies in the offing, and so these folk close up every cranny which might give admittance to the air.

At one end of the room a stove serves soon to heat the chamber, and as they work at cutting, cleaning, salting the fish, they perspire freely. Most of these folk are consumptives as a result. They have no conception of the decencies, and in consequence do not hesitate to expectorate right on the fish, which are going out to feed the world.

Not alone that, but the fish themselves give out the dread baccili, thus helping to inoculate such in the huts as may not yet have the plague.

A UNIQUE CATECHISM.

Latterly, Dr. Grenfell, of the Royal Deep Sea Mission to Fishermen, has inaugurated a fight, tooth and nail, against tuberculosis here.

Among others, he has distributed among the fishermen a unique little catechism which is worthy the reading through.

The first page of the tract is entitled:—

"A Catechism : That is to say, An Instruction to be learned by every person. Printed for use in Newfoundland and Labrador Schools."

You turn the leaf and inside find the following:

THE AIR.

(1) Is fresh air good for me? I cannot live without it.

(2) Is air ever bad? Yes; it gets very poisonous

(3) What makes it poisonous? Every time any one breathes, he throws poisons into the air.

(4) What are these poisons like? Some are poisonous gases; some like tiny poison seeds.

(5) Will they hurt me? Yes. They will kill me in time.

(6) How can I avoid these poisons? By always keeping in fresh air.

THE SUNSHINE

(1) Must I let in the sunshine? Yes. Every bit I can let in.

(2) Why must I let in the sunshine? Because nothing else cleans the rooms so well.

(3) How does sunshine clean a room? It kills all the poison germs it falls upon.

(4) Ought I to sit in the sunshine? Yes! I must always keep in it when I can.

(5) Why must I do this? Because it will kill the poison germs in my blood.

THE WINDOW.

(1) Must I open the window? Yes.

(2) When must I open the window? All day and all night.

(3) Will not the cold hurt me? Cold does not hurt anybody.

(4) Why must I open the window? Because I cannot grow strong unless I do.

(5) Will not the draught hurt me? I must arrange to avoid draughts as far as possible.

(6) What good is it to open the window? It lets in the pure air to clean my blood.

WASHING.

(1) Must I wash? Yes, as often as possible.

(2) Why must I wash? Because a clean skin keeps me in good health.

(3) Must I use cold water? Yes, every day.

(4) Will it hurt me? Not at all. It will make me strong.

(5) How does it do that? It sends my blood flying round my body.

(6) What is the good of that? The blood carries food to every part of it and washes away all the poisons out of it.

Is hot water good? It is better than none at all.

SPITTING.

(1) Is it wrong to spit in the house? Yes, and on the ground outside. It is dirty, and dangerous and cruel.

(2) Why? What harm does it do? It spreads poisons everywhere and hurts everybody.

(3) How does it do this? Spittle is full of poison-germs.

(4) How do the germs get at us? They get loose as soon as the spittle dries, and then they can fly about.

(5) What do the germs do to us? They go down with our breath and eat up our lungs.

(6) Must I never spit? Never, except into a piece of rag or paper, which I must burn at once.

At the mission hospitals on the coast, consumption is the universal bane. Many of those afflicted come to the hospitals of their own accord, but as a rule only when it is too late.

Dr. Grenfell has established open air tents along the coast, from twelve to fifty more being added each year. Wherever a case is encountered, a camp, as it is called, is rigged up. Camps consist of a tent and a bed of some sort, with instructions as to how to preserve what remains of the health.

The fishers, however, are wont to try odd cures on their own hook. One man in the winter, in fact, took to devouring the excrements of the rabbit.

"Lingering," rather than "galloping," consumption, has the colony by the throat.

And, as a result, all the colony is at war against the great white plague.

THE SO-CALLED "LATIN TITLES" FOUND IN THE PHARMACOPOEIAS.*

The Pharmacopoeia of the United States, Ninth Edition (Eighth Revision), p. lxii, calls the technical names of its drugs, chemicals and preparations the "Latin Titles." It is an almost universal custom to call them "Latin names," even in text- books and reference works of pharmacy and materia medica which fail to explain that very few of these technical titles are really unaltered Latin words, that less than one-third of them contain a syllable derived from any Latin word, and that while a Latin appearance has been imparted to most of them by arbitrarily giving them terminations such as Latin words commonly have, many other pharmacopoeial titles do not even have Latin endings.

Technical terminology is absolutely necessary to every branch of science. The mastery of materia medica, chemistry and pharmacy would be impossible without the concurrent mastery of their special technical terms. Such terms must each have a fixed and unambiguous significance, and the enormous number required of these could never be supplied without coining entirely new words whose meaning is then specifically defined. These new terms are fashioned out of materials furnished by words from many different languages, from the names of men and places, and from other sources. Many technical names are formed out of parts of two or more words from one or more languages, dead or living. A few are old names which have ceased to have their original meaning.

The really Latin words employed unaltered in pharmacopoeial nomenclature are less than one hundred, and most of these are adjectives. Latin names of individual substances contained in the pharmacopoeias are so extremely rare because botany, chemistry and pharmacy were unknown to the people who made the Latin language.

Less than 5 per cent. of the whole number of nouns used as pharmacopoeial technical titles are true Latin names.

Immediately upon the publication of the seventh edition ("Sixth Revision") of the Pharmacopoeia of the United States I grouped the 457 words employed in making up its 997 titles according to their derivation. Of these 457 words, 372 are nouns and 85 adjectives. I counted carbo, carboneum, carbonas, bicarbonas and subcarbonas as five of the 457 words and as of Latin origin; and the words chlorum, chloras, chloridum and chloratus were counted as four words of Greek origin.

Of the 372 nouns used as titles of distinct substances I found 147 described as of Greek and 108 as of Latin derivation, leaving 117 derived from all other sources, so that considerably less than one-third, including the unaltered Latin names, are of Latin origin, and most of these 108 titles contain but one or two syllables taken from the Latin words.

Of the entire 457 words (nouns and adjectives) out of which the 997 titles of that pharmacopoeia are composed:

171 are described as of Greek origin.

153 are said to be of Latin origin.

21 are reported as of mixed Latin and Greek derivation.

20 are derived from Arabic words.

15 are derived from words of other languages.

29 from names of countries and places.

18 from names of persons.

But all of these titles are called "Latin names," and the statement is often made that in order to understand them well it is necessary to know Latin. Another statement frequently made is that the Latin names of the drugs, chemical compounds and pharmaceutical preparations are used because "Latin being the language of science" those names are understood in all countries. These statements are singularly out of harmony with the purpose of technical terminology which is the highest degree of accuracy.

Latin scholars understand the true Latin words, such as aqua, ferrum, lac, mel, and the few other really Latin titles to be found in pharmaceutical nomenclature, and they will as unerringly know that the terms jaborandi, kamala, looch, catechu, gambir, kermes, cusso, buchu, carrageen, quebracho, and a considerable number of other titles given in now living pharmacopoeias, cannot be Latin.

Latin scholars would fail to recognize the

---

*Read at the 1910 meeting of the American Pharmaceutical Association.

Here's a Hot Water Bottle you can sell with a GUARANTEE instead of a caution

Doesn't it stand to reason that a bottle of one piece of moulded rubber—
—with no seams, no cement, no joints
—no wire used in connection to eventually destroy the rubbers
—is bound to be a winner over ordinary bottles?

WALPOLE Hot Water Bottle and Combination Fountain Syringe

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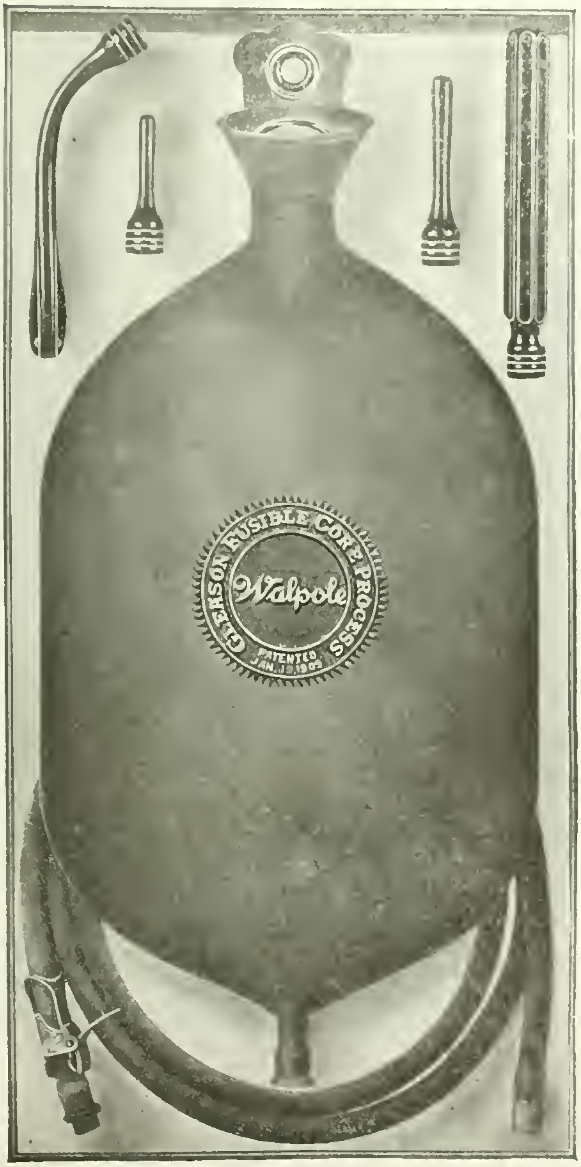

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It may be used as a syringe by attaching the tube to the bottom without affecting its usefulness as a hot water bottle.

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2 quarts,	18.00	-	" 2.50
3 quarts,	21.00	-	" 3.00
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MONTREAL

"Latin names" potassium (from the English words pot and ashes,) belladonna (compounded of the Spanish words bella, beautiful, and donna, lady,) manganum (said to be, together with the title magnesium, derived from the name of the town of Magnesia in Asia Minor), and grindelia (named after Mr. Grindel.)

As for the technical titles containing one or more syllables taken from Latin words, it must be admitted that the most intimate knowledge of Latin would throw little if any light upon their significance, as may be seen from the names cimicifuga (from cimex, bug, and fugare, to drive away), cornus (from cornu, horn), frangula from frangere, to break), illicium (from illicere, to allure), pulsatilla (from pulsatilis, throbbing), serpentaria (from serpens, snake), ustilago (from urere, to burn), valeriana (from the name Valerius, or its origin valere, to be strong).

A Latin scholar knows the general meaning of the word "extractum," but he would know little or nothing of the pharmaceutical meaning of the title extractum, ot of trituratio, spiritus, suppositorium or emulsum.

Evidently the statement that the official technical titles of drugs, chemicals and preparations are their "Latin names" is 95 per cent. untrue. A semblance to Latin has been arbitrarily imparted to most of these titles by giving their nominatives Latin-looking endings and forming their genitives according to the five Latin declensions. This universal custom has given rise to the false notion that they are Latin names, whereas they are at most latinized, or rendered latinic in appearance, whenever found practicable and deemed necessary or desirable. This artificial latinization of the pharmacopoeial nomenclature has been in use for generations and has been found of great practical utility in most instances.

But laymen who do not understand the necessity of scientific technical terminology have often accused the medical profession of writing prescriptions in Latin for the purpose of keeping patients in ignorance of the kind of medicine prescribed. These would-be reformers do not and cannot know that technical terms, whether Latin or not, are unavoidably unintelligible to all persons except the trained specialists who use them, and that it is in reality the technical terminology and not Latin that they object to. What they demand is prescriptions which they can understand, not knowing that such a thing if possible would be dangerous. They complain that "Latin prescriptions" are written in order to conceal the character of the medicines, not knowing that ample and precise information concerning their ingredients under the names by which they are prescribed and dispensed, is freely accessible to all men in the Pharmacopoeia and other technical works, but that this like all other scientific information can be given only in language which laymen cannot understand. They ignorantly propose to destroy or impair an efficient means of protection to the public which has been painstakingly built up and improved through generations by the physicians and pharmacists, the specialists who alone are able to perform that duty, and whose sole object was and is the prevention of errors and abuses. When a layman into whose temporary possession a prescription may fall can read it, or thinks he can do so, he sometimes abuses it by advising friends and neighbors, who, in his opinion, have the same trouble as the patient for whom the prescription was written, to use the same medicine. Deplorable results have not infrequently followed.

Crudities still exist in the technical nomenclature of most pharmacopoeias, but corrections are being made to bring the style of the titles into harmony with scientific progress and with recognized linguistic rules and sense of fitness, as well as to make them more accurate and convenient to those who are to use them.

In all that we do toward perfecting our technical pharmaceutical titles, we ought to bear in mind that ultimate international uniformity is highly desirable, and that it is by no means unattainable. Conflict with scientific truth ought not to be permitted, but very recent pharmacopoeias still continue to call some oxides acids, and to use the old title "hyposulphis" while translating it thiosulphate.

Such a crude title as "aether petrolei" should no longer be employed for a hydrocarbon, and Hg_2Cl should not be called "hydrargyrum chloratum," while $HgCl$ is called "bichloratum," these later titles having reference to the old and discarded molecular formulas.

Errors of this sort were corrected in the Pharmacopoeia of the United States when last revised.

Changes are easily made, because the technical terms we use are to a very great extent coined words of our own making. We should thankfully accept suggestions from botanists, chemists, and philologists as far as we can do so without sacrificing practical advantages of greater value to us than strict conformity to the opinions of other specialists who are not sufficiently familiar with the peculiar requirements of pharmacy.

That minor modifications are easily made is shown by the fact that within the brief space of forty years we have had such a variety of names, form and spelling in different pharmacopoeias as seen in the following examples: the element arsenic has been called arsenum, arsenium and arsenicum; antimony has been called stibium, artimonium and antimonium; we have had the names kalium and potassium, natrium and sodium, aluminium and aluminum, mangasesium and manganum, iodinium and iodum; chloral and chloralum, amyl and amylium, gelatina and gelatinum, cresol and kresolum, chloroformum and chloroformium, menthol and metholum, iodol and iodolum, etc.

A pharmaceutical nomenclature constructed without due regard for the requirements of the writers of prescriptions cannot be the best. They want titles as brief and as easily written as possible, and when long titles seem unavoidable they should be made to be as easily abbreviated as may be possible without loss of clearness and without violating grammar and good form. Such titles as hexamethylenamina, methylthioninae hydrochloridum and sulphonethylmethanum are abominations.

Shall we continue this absurd style of titles until we reach such names, alréady official in recent pharmacopoeias, as: "diaethylmalonylcarbamidum," "acetylparaminophenolum salicylicum," "trimethylbenzoxypiperidinum hydrochloricum" and "diaethylsulphonmethylaethylmethanum?" The Latin in these names consists of the terminal um.

I am unable to find sufficient or consistent reasons for the titles "hydrochloride" and "hydrobromide" applied to the salts formed by the alkaloids with hydrochloric and hydrobromic acids. The fact that the hydrogen atom of the acid enters into the compound formed need not be indicated by the official title of the compound, and we do not, and cannot name the alkaloidal salts formed with other acids in that manner; we do not say hydrosulphate, hydrophosphate or hydrosalicylate of quinine, etc. Instead of burdening writers of prescriptions with such a long title as "cocainae hydrochloridum" it seems to me that cocainae chloridum is much to be preferred; it is shorter, it cannot be misunderstood, and it corresponds with the titles of the salts formed by ammonia with the acids.

It is unnecessary here to mention all cases of needlessly long titles, but there are several more. One of the long adjectives used is "exsiccatus," which should be shortened to siccatus, or even to siccus. Every useless letter should be eliminated, but we have actually lengthened several brief titles without gaining anything thereby. Nothing was gained by changing chloral to chloralum, or amyl nitris to amylis nitris, and the genitives aethyl, methyl, amyl, phenyl, glyceryl, alcohol, guaicol, menthol, phenol and thymol are more convenient than aethylis, mentholis, alcoholis, etc. Chemists continue to coin such names as fast as needed. Shall we cease them and tack on caudal appendages which are wholly superfluous? Not one of them is Latin either before or after. The rule we formerly followed in the American Pharmacopoeia under which technical titles ending in -al, -ol, or -yl were treated as indeclinable words was one of practical value and should be restored. Every title which can without impropriety be treated as indeclinable should be so treated. This title had the unqualified approval of no less an authority than Charles Rice. It was a mistake to give coca the genitive cocae without reason.

Among the useful changes of official "Latin names" made in the last Revision was the shortening of valerianate to valerate. Among the changes which should not have been made is the substitution of the philologically awakward title fluidextractum, which cannot with propriety be sufficiently abbreviated as can the title extractum fluidum, which prescription writers can abbreviate to extr. fl. The suggested abbreviation "fl. extr." is not an abbreviation of fluidextractum, but of fluidum extractum.

The endings -ina for the latinic names of alkaloids and -inum for "neutral principles" should stand, together with the terminations -ine and -in for the English names, because they have a recognized practical value to both chemists and pharmacists.

It would not be surprising should physicians decide that the titles of pharmaceutical preparations of plant drugs would be more convenient if inverted so that when arranged in alphabetical order all the different preparations of the same drug fall together in a group. The grouping of all tinctures in one place, extracts in another, and so on, is of minor value to the pharmacist and of no value to the physician, but the grouping of all opium preparations under opium, aconite preparations in the same place where aconitum is, etc., would be useful to both professions. It would be seen, at a glance, what preparations of opium the Pharmacopoeia contains from which the physician may choose; and methods of preparation, menstrua, doses and other points of difference could be at once compared. Digitalis, digitalis extractum, digitalis extractum fluidum, digitalis infusum and digitalis tinctura should be found together, and if digitoxinum is introduced in the Pharmacopoeia it should be placed with the other forms of the therapeutic agent digitalis.

The inorganic chemical compounds have technical latinic titles constructed according to three entirely different methods—the Berzelian, the German and the English. Silver oxide is called "argentum oxydatum" in countries where the German method is employed, it is called "argenti oxidum" in the United States and Great Britain, and if it were included in the Swedish Pharmacopoeia it would there be called "oxidum argenti-

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BEECHAM'S PILLS

Notice to the Trade.

The proprietor of Beecham's Pills begs to notify the Retail Drug Trade of Canada that he has made fresh arrangements for the wholesale distribution of Beecham's Pills throughout the Dominion, whereby the following firms will, until further notice, act as distributing agents :—

All branches of the National Drug and Chemical Co. of Canada, Limited
Messrs. Lyman's Limited, Montreal
Messrs. Lyman Bros. & Co., Ltd., Toronto
Messrs. Martin Bole & Wynne Company, Winnipeg

Retailers should apply to the above firms for revised prices for small quantities, and further reduced price for half-gross lots. Beecham's Pills are being largely advertised, and the demand is rapidly increasing.

HORLICK'S MALTED MILK

The tired and warm customer likes a cold drink with an invigorating "body" to it. Let him try this afterwards he will ask for it.

HORLICK'S MALTED MILK with ICE CREAM

Vanilla Syrup (or any flavor)	**1½ oz.**
Uncharged Water......	**⅓ glass**
Horlick's Malted Milk	**1 tablespoonful**

Shake thoroughly till dissolved, strain and add Ice Cream, fill glass with plain Soda (fine stream). Serve with spoon.

We will be pleased to send attractive Cold Soda Advertising material free and prepaid, on request.

HORLICK'S MALTED MILK CO.
Racine, Wis.

GILMOUR BROS. & CO., Sole Agents, MONTREAL

The Original and Only Genuine

BEWARE OF IMITATIONS SOLD ON THE MERITS OF

MINARD'S LINIMENT

cum." Silver nitrate is called "argenti nitras" in the United States, "argentum nitricum" in Germany, and "nitras argenticus" in the Scandinavian countries, France and Russia.

It has recently been suggested in our country that in order to make due distinction between ferrous and ferric and between mercurous and mercuric compounds, some such titles as "ferro sulphas" and "ferri sulphas," "hydrargyro chloridum," etc., might be used. It is to be hoped that titles of such extraordinary construction will never be adopted.

Whenever changes are made in pharmacopoeial nomenclature we must bear in mind that ultimate international uniformity ought to be promoted. Modern chemical nomenclature in English, German and all other living languages is to a great extent already similar. We say ferrous and ferric chloride, mercurous and mercuric iodide, argentic nitrate, arsenous oxide, etc. The Berzelian system of Latinic titles for inorganic chemical compounds is in harmony with this modern chemical nomenclature, and should be preferred to the other systems. It is natural and easily applied.

It is extremely unfortunate that we have the two names kalium and potassium for K, the two names natrium and sodium for Na, and stibium and antimonum for Sb. The names potassium, sodium and antimonum will never replace the names kalium, natrium and stibium, but the names corresponding to the chemical symbols will prevail. In striving to bring about ultimate world-wide uniformity we must not lose sight of the rule of "the survival of the fittest."

We have already made a beginning in the recognition of modern chemical nomenclature in the English technical titles of the American Pharmacopoeia by adopting the terms ferrous and ferric, mercurous and mercuric, arsenous (iodide), etc. We might with great advantage extend this general method to the latinic titles in all cases where specially applicable. Ferrous sulphate should be called ferrosus sulphas, ferric chloride would be called ferricum chloridium, mercurous chloride would have the latinic title hydrargyrosum chloridum mite, arsenous oxide should be called arsenosum oxidum, arsenous iodide would become arsenosum iodidum, and we should construct similar latinic titles in all analogous cases. These titles are as natural and permissible as those of acidum sulphuricum and acidum sulphurosum.

Some advertisements read as if they were a cross between an accident and a mistake.

It is possible to sell an optimist a lawn mower in the winter, but he will manage to get a dividend out of it.

INTERNATIONAL STANDARDS

THE DESIRABILITY OF DEVELOPING INTERNATIONAL UNIFORMITY IN NOMENCLATURE AND STANDARDS OF WIDELY USED MEDICINES

By M. I. Wilbert

Hygienic Laboratory, U. S. Public Health [illegible]

For many decades the better informed men in pharmacy as well as medicine have endeavored to create more widespread interest in the need for generally acceptable uniform names and standards of strength for medicinal preparations.

This need for universal standards, first recognized in the early years of the nineteenth century, was more fully appreciated when steam and electricity began to annihilate space and time so that the previously formidable obstacle of distance no longer sufficed to keep the people of different countries from intermingling.

It was pointed out at a very early period that the lack of uniformity in namenclature and standards of strength for pharmaceutical preparations constitutes a real source of danger to the traveller, but it was soon recognized that the direct danger to the individual is of much less import than the indirect effect on the progress of the sciences of medicine.

This indirect effect has evidenced itself in many ways, not the least important of which has been the hindrance that the evident variation in name and strength of pharmaceutical preparations has been to the development of a rational materia medica and the influence it has had on the increase of proprietary medicaments with their attending misrepresentation and fraud.

The growth of intercommunication and commerce which followed the Napoleonic wars early in the nineteenth century led to repeated attempts to secure greater uniformity in strength and nomenclature of medicaments. One of these earlier attempts is reflected by a conspectus of the several then existing pharmacopoeias, dispensatories and formularies of the world, compiled by A. J. L. Jourdan, and published in 1828. A second edition of this work, in two volumes, comprising a total of more than 1450 pages, was published in 1840.

The first edition included a review of 35 official pharmacopoeias and 18 formularies, while the second edition included 42 pharmacopoeias and 31 formularies.

Largely due to the initiative of Professor George Dragendorff, then just at the beginning of his eventful career, an International Pharmaceutical Congress was held at Brunswick, Germany, in 1865, to discuss the possibility of evolving greater uniformity in pharmacopoeial requirements. This initial congress was attended by delegates from Germany, Russia, Austria, France, and Sweden. In discussing the practicability of evolving an international pharmacopoeia it was pointed out that uniformity in nomenclature and in the formulae of pharmacopoeial galenicals could readily be attained if at the periodical revision of the various pharmacopoeias such changes were seriously attempted.

At the second congress, held in Paris in 1867, it was proposed to compile and publish a code that would serve as a basis for international standards, and at the third congress, held in Vienna in September, 1869, it was announced that the Pharmaceutical Society of Paris had volunteered to compile a comparative epitome of national pharmacopoeias showing the differences existing at that time in regard to the nomenclature, composition and strength of galenical preparations. This compilation was to be submitted to the next international congress, and, it was expected, would form the basis for an agreement to serve as a guide in future revisions of the several national pharmacopoeias.

Largely because of the Franco-German war the fourth international congress was not held at the time specified and it was not until 3 years later, in 1874, that the congress met in St. Petersburg.

The Society of Pharmacy of Paris presented the promised epitome of the several national pharmacopoeias and also an outline of suggestions for further discussion. It was specifically pointed out that: "The international pharmacopoeia is not to supersede national pharmacopoeias, but it is desirable that in the construction of the latter the fundamental principles of the international pharmacopoeia should be adopted."

It was further agreed that the language of the proposed code should be Latin, that the metric system should be adopted in the formulae of the preparations, that the nomenclature should be uniform, that galenical preparations, such as tinctures, extracts, etc., should be made as nearly uniform as possible, and that the maximum admissable amount of impurity in chemical preparations be stated.

This admittedly excellent ideal was never developed and at the fifth International Pharmaceutical Congress, held in London, 1881, it was learned that the manuscript that had been prepared by the Pharmaceutical Society of Paris was inadvertently destroyed by fire and that nothing of practical value had been accomplished in the interval.

Considerable impetus to the development of an international pharmacopoeia was given by the "Universal Pharmacopoe" by Bruno Hirsh. The first edition of this compilation, published in 1887, included an epitome of all of the known national pharmacopoeias. The second edition of the work, published in 1902, includes 1450 separate articles and an index covering 46 three-column pages.

Even a casual comparison of the compilation by Jourdan and the later one by Hirsh evidences the fact that the rapid dissemination of news and knowledge, the introduction of the metric system of weights and measures, the tendency to eliminate inert or useless materials from pharmacopoeias, and the more frequent intercommunication between the people of widely-separated countries have served to bring about a gradual approximation in the names and the strength of various medicaments.

On the other hand, many of the agencies which have been instrumental in bringing about this approximation also tend to emphasize the still existing differences in the name and strength of widely used preparations.

The overconservatism manifested by the stay-at-home element in medicine and pharmacy is largely responsible for the lack of progress or of practical results from the several International Congresses held previous to 1900.

As has been pointed out repeatedly these congresses were international only in name; they were never well attended, and the discussions and resolutions were futile because of their being altogether too comprehensive.

At the ninth International Pharmacopoeial Congress, held in Paris in 1900, Professor A. Tschirch, of Berne, reviewed the efforts that had been made to develop an agreement to secure greater uniformity in the strength and nomenclature of widely used medicines and pointed out that the several congresses had proven to be impotent because they lacked the official standing that was necessary to make their conclusions effective.

He proposed that the ninth International Congress request the Belgian Government to arrange with other Governments for a conference in Brussels, and to ask that all of the delegates appointed to attend such a conference have their proposals ready to lay before the meeting whenever this may be called. It was also suggested that the conference be restricted to the discussion of the name and strength of widely used potent medicaments.

The delegates appointed by their respective governments to attend this International Conference for the Unification of Pharmacopoeial Formulae for Potent Medicaments met in Brussels, September 15, 1902. The conference included delegates from the United States and from 18 European countries.

After fully discussing a variety of propositions, the conclusions were finally embodied in the

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SELL WELL ! PLEASE EVERYBODY !

Sent Out in 4 lb. Glass Show Jars

A. B. C. Pastilles, also Glycerine Pastilles, Voice Jujubes, Delectable Jujubes, Magnum Bonum Jujubes, Menthol Pastilles, Menthol and Eucalyptus, Glycerine and Black Currant, Cinnamon Pastilles and many others.

TO BE OBTAINED FROM ALL WHOLESALE DRUGGISTS IN CANADA

form of a protocol designating the nomenclature, strength and method of preparing the several medicaments.

This protocol was subscribed to by the delegates present and these signatures were subsequently ratified by the Diplomatic Representatives of the several governments, thus giving to this agreement the status of an international treaty.

For men who are really interested in the progress of medicine, the unanimity with which the provisions of the Brussels protocol have been embodied in the several national pharmacopoeias has been a revelation as well as an inspiration.

For nearly a century it had been asserted that international uniformity in pharmaceutical preparations was impractical and that the several nations could never be induced to accept for inclusion in their pharmacopoeias the dictates of outside influences. The futility of these assertions is amply demonstrated by the fact that within a single decade the total compliances with the requirements of the Brussels protocol on the part of the leading pharmacopoeias of the world have been increased from less than 50 per cent. in 1902 to 95 per cent. in 1910.

While European pharmacopoeias, generally, have been brought well into compliance with the provisions of the Brussels protocol, the national pharmacopoeias now official in North and South America mostly antedate the Brussels Conference and are therefore not in accord with the requirements.

Of the several pharmacopoeias used on this Continent the French Codex, the Spanish Pharmacopoeia, and the Pharmacopoeia of Mexico comply fully with the protocol of the Brussels Conference, the Pharmacopoeia of the United States complies fairly well with the several requirements, while the Pharmacopoeias of Great Britain, of Argentine, of Venezuela and of Chili antedate the Brussels Conference and differ rather widely in many respects from the provisions of the protocol adopted at that time.

One rather important variation manifested by the Pharmacopoeias used in North America is due to the fact that English-speaking pharmacists have been trained to measure rather than weigh pharmaceutical preparations. As is well known, the latter is the accustomed practice on the Continent of Europe and throughout South America and it may be necessary for American and English pharmacists to change their mode of making preparations before the proposed international standards can be fully complied with.

The desirability of developing a uniform nomenclature on this hemisphere is well illustrated by table 2, showing the titles used in the several pharmacopoeias for 3 of the articles included in the Brussels protocol: Cocaine hydrochloride, Fowler's solution and fluidextract of ergot.

One difficulty in the way of developing Pan American uniformity in the nomenclature of pharmacopoeial substances is the fact that in Spanish-America Latin titles are considered as being of but secondary importance. The Spanish name is usually given precedence, and in Mexico and Venezuela Spanish titles appear to be used almost exclusively.

In conclusion it may be pointed out that the protocol adopted by the Brussels Conference has been proven to be reasonable in its requirements, the medicaments that are included, with few exceptions, are widely used, and the nomenclature proposed, while elastic, is sufficiently uniform to be easily recognized. The several provisions have been generally adopted by the pharmacopoeias of continental Europe, and it is to be hoped that they will be fully complied with in forthcoming revisions of the several American Pharmacopoeias.

With the desirability of instituting international standards of strength and nomenclature generally recognized, with the practicability of their introduction fully demonstrated, and with the need for a world-wide science of medicine fully established, it would surely be a reflection on the scientific spirit and the progressiveness of American people if these several provisions were not included in each of our national pharmacopoeias.

It is to be hoped, therefore, that the countries represented in the congress, assembled in the Metropolis of the South American Continent, will lend their influence to the further development of international uniformity in name and strength of widely used medicines and that the provisions of the Brussels protocol will be embodied in the pharmacopoeia of each American nation.

Table 1.

Showing titles for Cocaine Hydrochloride, Solution of Potassium Arsenite, and Fluidextract of Ergot, proposed in Brussels Conference Protocol, and those used in the several pharmacopoeias.

Cocaine Hydrochloride.

P. I.—Cocainum hydrochloricum.
U.S.P.—Cocainae hydrochloridum.
Ph. Hisp.—Chlorurum cocainae.
Ph. Fr.—Cocainum chlorhydricum.
Ph. Germ.—Cocainum hydrochloricum.
Ph. Mex.—Clorhidrato de cocaina.
Ph. Brit.—Cocainae hydrochloridum.
Ph. Arg.—Cocainum hydrochloratum.
Ph. Venz.—
Ph. Chili.—Cocainum hydrochloricum.

Solution of Potassium Arsenite.

P. I.—Arsenicalis liquor Fowleri seu liquor arsenicalis Fowleri seu Kalii arsenicosi liquor.

U.S.P.—Liquor potassii arsenitis.
Ph. Hisp.—Solutum arsenitis potassici.
Ph. Fr.—Solutio kalii arsenicosi.
Ph. Germ.—Liquor kalii arsenicosi.
Ph. Mex.—Solucion arsenical de Fowler.
Ph. Brit.—Liquor arsenicalis.
Ph. Arg.—Liquor kalii arsenicosi.
Ph. Venz.—Arsenis potassicus aqua solutus.
Ph. Chili.—Liquor Fowleri.

Fluidextract of Ergot.

P. I.—Secalis cornuti extractum fluidum seu Extractum fluidum Secalis cornuti; Ergoti extractum fluidum seu Extractum fluidum Ergoti.

U.S.P.—Fluidextractum ergotae.
Ph. Hisp.—Extractum aquosum secalis cornuti.
Ph. Fr.—Extractum Ergoti fluidum.
Ph. Germ.—Extractum Secalis cornuti fluidum.
Ph. Mex.—Extracto fluido de cuernecillo de centeno.
Ph. Brit.—Extractum ergotae liquidum.
Ph. Arg.—Extractum secalis cornuti fluidum.
Ph. Venz.—Extracto fluido de Cornezuelo de centeno.
Ph. Chili.—

FOURTEEN MISTAKES OF LIFE.

To attempt to set up our standard of right and wrong and expect everybody to conform to it.

To try to measure the enjoyment of others by our own.

To expect uniformity of opinion in this world.

To look for judgment and experience in youth.

To endeavor to mold all dispositions alike.

Not to yield in unimportant trifles.

To look for perfection in our own actions.

To worry ourselves and others about what cannot be remedied.

Not to alleviate if we can all that needs alleviation.

Not to make allowances for the weaknesses of others.

To consider anything impossible that we cannot ourselves perform.

To believe only what our finite minds can grasp.

To live as if the moment, the time, the day were so important that it would live forever.

To estimate people by some outside quality, for it is that within which makes the man.

The druggists were well represented in the Granite Bowling Tournament at Toronto by rinks skipped by E. Legge and C. McD. Hay, both of whom gave a good account of themselves. There were also a number of retail druggists on the various rinks, showing that there are some men wise enough in the retail drug business to look a little after their own health as well as that of the public.

THE SODA FOUNTAIN.

The following four formulas were communicated to the Soda Fountain by George A. Zehn, of Milwaukee:

Opera Sundae

An orange cut in three slices with vanilla, chocolate and strawberry ice-cream laid on each slice, and the slices laid on the dish of cream. Pour a Maraschino flavor over the whole, and top off with cherries.

Dewdrop Sundae

Fill a cocktail glass with New York cream. Pour a mint and cherry syrup over this, making a rich cherry syrup. Top off with cherries.

Oriental Sundae

Equal parts of seedless raisins, currants, apricots and walnuts, the whole topped out with whipped cream and cherries.

Cream Puff Sundae

Procure a supply of cream puffs, cut out the tops, leaving a little of the pastry as a hinge. Fill in with strawberry cream and pour cherry syrup over this. Top off with whipped cream. I find that this is a winner, and that it will readily sell for 20 cents.

Oriental Ruby

Grape juice, 2 oz.; strawberry syrup, 1 oz.; rose leaves, 6; mint leaves, 6; crushed well against side of glass with ice; cracked ice, $\frac{1}{4}$ glass; stir thoroughly, then add soda water, coarse cream; serve in tall lemonade glass; decorate with fancy whole cherries and sliced lemon.

Arctic Snowball

Pineapple syrup, $\frac{1}{2}$ oz.; lemon syrup $\frac{1}{2}$ oz.; orange syrup, $\frac{1}{2}$ oz.; egg, 1; plain cream, 2 oz.; shaved ice, $\frac{1}{4}$ glass; shake, strain, toss and serve.

Hasty Life Freeze.

Pineapple syrup, 1 oz.; raspberry syrup, $\frac{1}{2}$ oz.; phosphate, 1 dash; eggs, 2; plain cream, 1 oz.; cracked ice, $\frac{1}{4}$ glass; shake, strain, toss, and serve.

Nut Mousse Sundae

Ladle of ice-cream on fancy plate; top with usual amount of fruits mixed, raspberries, sliced peaches and claret syrup; a teaspoonful of nut sundae; dress with whipped cream if desired, fancy whole cherries and cubed pineapple.

Nut Bamboo Souffle.

Ladle of ice-cream on fancy plate; add $1\frac{1}{2}$ oz. coffee syrup and shredded cocoanut mixed; dress with whipped cream, whole dates, seeded and fancy whole cherries.

Sliced Peach Nut Mousse

Ice-cream, 2 small ladles on fancy plate; dress with sliced peaches.

Frozen Lemons.

Select one dozen bright lemons, cut them in half lengthwise and with a spoon remove all the

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Send for Catalogue and Instructions—the largest of its kind published.

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You must have Quality to make a repeat-seller.

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And we guarantee it not to sugar. If it should sugar, we gladly exchange for fresh stock.

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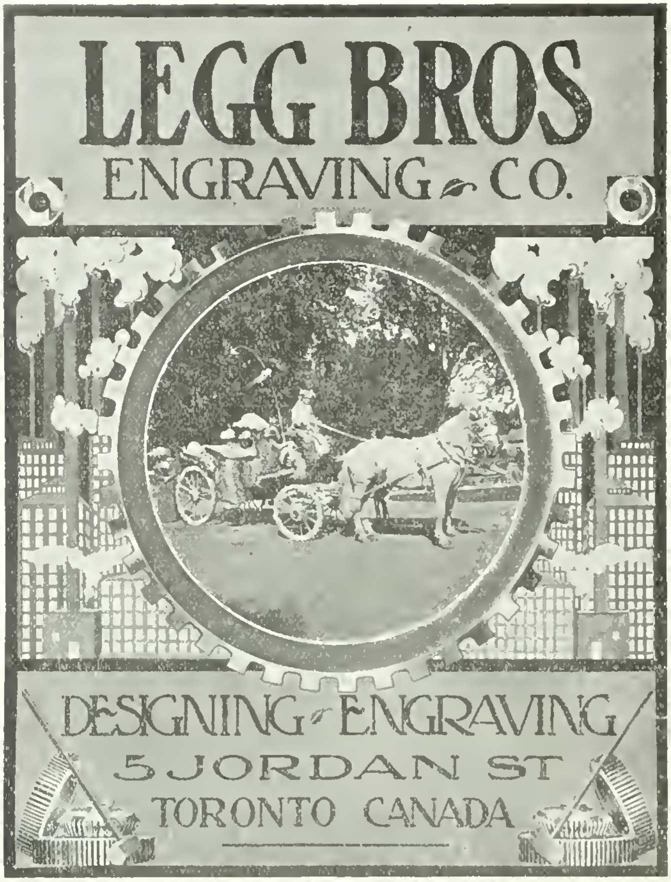

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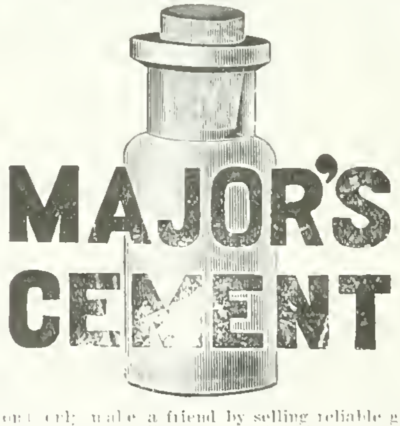

You don't only make a friend by selling reliable goods, but a customer as well. If you sell a person an inferior cement, to earn a better profit, and it does not give satisfaction to the purchaser, he or she in all probability will condemn all cements and never buy another bottle of any kind—thus you lose in the end any way.

If you always sell the best even at a lesser profit you will gain the good will of the buyer and consequently sell more. Thus the increase in sales will more than make up for the difference in profit and will be further ahead than if you sold the less reliable goods, both in reputation and financially.

The above is true with the majority of goods but more so with cement as it is an article that is not a necessity and the demand for it can be easily killed. We do not avoid expense in manufacturing the best article of its kind and give you the best that can be had on the market.

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DYSPEPSIA

"The only way to cure a bad case of Dyspepsia is to take one or two Pap-Sag Tablets in a little warm water, after each meal. Not to observe this simple and easy rule is to remain depressed with all kinds of stomach disorders, such as Heartburn, Fetid Breath, Gastritis, Flatulence and Indigestion."

This advertisement will appear in all the papers.

We have no salesman on the road to take up your time.

Druggists will please order from their jobbers or direct at the following prices:

PAP-SAG (Dyspepsia Tablets)

1 Doz.	4.50
3 "	4.25
6 "	4.25
12 "	3.75

The Pap Sag Co.
Montreal

pulp and seeds, put the shells into ice water. Next press the pulp through a sieve and to the juice thus obtained add half a pint of water and a sufficient amount of powdered sugar as is done in the preparation of lemon water ice, then strain and freeze. With the frozen mixture fill the shells, smoothing them off so that they will resemble halves of fresh lemons; put them into an ice cave. When served place one on a tea plate with two green lemon leaves.

Another style is to cut the lemons in half crosswise, fill and stick together, so as to represent a whole lemon, the halves being tied with a silk ribbon. The shells also may be filled with ordinary water ice. Oranges, bananas, etc., may be treated in a similar manner, using for fillings the corresponding flavoring—Southern Pharmaceutical Journal.

THE PROPER CARE OF SHOW CASES.

A few words may be considered not out of season as to the proper care of cases, as many are injured or allowed to depreciate in value through want of proper knowledge or carelessness in taking proper care of them, says an exchange.

Beware of the all-glass case that is fastened together by metal bolts through holes in the glass, as if it is placed near a radiator or register, it is almost sure to break through any sudden heat or cold, owing to the unequal expansion of the glass, which brings the bolt in contact with it and precipitates a crack. Here the corner clamp is better, as it allows a certain amount of movement.

If a crack happens in plate glass from whatever cause, it is possible to prevent its spreading in some cases by cutting a small short scratch with a glazier's diamond directly at right angles to the crack.

Glass should always be handled with care, and when shelves of plate glass are taken from a show-case to clean them, they should always be carried on edge and rested against a wall in the same manner.

To clean plate glass use the old familiar mixture of liquid ammonia, 1 ounce; alcohol, 1 ounce; whiting, 1 ounce; and water to make one pint. Rub on glass with a sponge and when dry rub off and polish with a soft cloth or chamois.

To clean woodwork use equal parts of turpentine and raw oil, or dissolve one ounce of white wax in a pint of turpentine and apply a little with a soft cloth, rubbing till completely dry—Pacific Drug Review.

The quicker the man with nothing to say says it, the better.

TWENTY DONTS FOR MERCHANTS

Don't expect your customers to know more about your goods than you do.

Don't load a man with more goods than he needs; oversupply often means a loss of future sales.

Don't hope to win confidence in a day. A business that is built up in a hurry is often pulled down as quickly.

Don't tell your troubles in business. Hardships are not considered a business asset.

Don't be afraid to try new business ventures. A risk is often a gain.

Don't talk about yourself, but your goods, unless your talents are the merchandise wanted.

Don't be afraid to try. Struggle may not boost you, but it wont pull you down.

Don't bank on your friends. They have social value, but should not make your business.

Don't be afraid to place confidence in your employer. His interests are often yours.

Don't brood over harsh remarks. Pleasant words often sound harsh in business.

Don't rely on chance, but on effort; the latter has more lasting value.

Don't get discouraged by one failure; many failures often make a grand success.

Don't forget that the failures of last year may bring this year's best successes.

Don't borrow trouble until it knocks at your door. Many troubles are more imaginary than real.

Don't be afraid to give your employer the best you have. That is what he is looking for.

Don't expect others to carry your burdens. By shifting responsibilities, the trial is often made easier.

Don't trust to talent alone; it is only an alloy meant to make work easier and more pliable.

Don't be satisfied with fairly good work. The best is none too good for the world's market.

Don't use the other man's backbone for a leaning post—remember you have one of your own.

Don't take advice when you can't use it. It's like buying a bargain because it's cheap.

A COMPOUND OF BALSAM PERU AND FORMALDEHYDE

The following process for preparing a water soluble, non-irritating, antiseptic compound of Balsam of Peru and formaldehyde has been patented in Germany: 100 parts of the balsam is warmed to 60° with a mixture of 80 parts of 90% alcohol, 20 parts of water and 20 of caustic potash, and then saturated with gaseous formaldehyde. The warming is continued until the product is completely soluble in water.—Pharm. Zeit.

BOOKS

The Extra Pharmacopoeia.

The 14th edition of Martindale & Westcott's Extra Pharmacopoeia has just reached us, and, like good wine, it improves with age, this being the fourteenth edition. Still it is always new, because each succeeding edition includes new matter and all of greatest service to the pharmacist. "Bigger and better" may well be applied to this edition, the size having been enlarged to 6 5-8 by 4 1-8, which thus embodies twice the amount of matter to be given on a single page, and yet the book is not of sufficient dimensions to prevent its being put in the coat pocket if desired.

The edition before us has 154 pages and from beginning to end is full of the most important matters with which the pharmacist has to deal. The fact of the work having been just received as we go to press prevents a full review of it, but we can assure our readers that the Extra Pharmacopoeia has grown in usefulness with its age, and is without doubt the most complete book of its kind published, and we cannot see how any pharmacist can do without a copy of this valuable aid.

The publisher's price is twelve shillings. Copies no doubt will soon be available from the wholesale drug houses in Canada.

A supplement has also been issued, being An Organic Analysis Chart which is intended as a supplement to the 14th edition, and which will be found very useful in the recognition of organic chemicals, both natural and synthetic.

The supplement will be a very useful help to the work of the analyst. The price of this is three shillings six pence.

* * *

Buntin, Gillies & Company, Limited, Hamilton, have just issued a new complete catalogue of stationery, which is illustrated herewith. The book is printed on fine coated paper, almost every article being illustrated, and is handsomely bound with an embossed cover. It contains a very complete range, covering the entire field of school, office and general stationery.

Dealers will find it a great help in buying, and should lose no time in procuring a copy, if they are not already on this firm's mailing list. A copy will be sent on application to responsible dealers.

SHOP SHOTS.

If you want the high-grade trade, sell high-grade goods. Don't stop with selling them to one class of customers; sell them to all.

What are you doing to get the trade of the new families that come to town? Why don't you send a form letter to every new arrival telling about your store?

Don't try to do business in this enlightened age with your goods price marked in hieroglyphics. There is no excuse for it unless you are a two-price man.

Give your selling force a tip on what lines of goods you would like to have them talk about outside of the store. Many a sale can be made in this way.

There ought to be nothing about the glass in your window or on it to attract attention. As far as appearance is concerned it should be exactly as if there were no glass there.

Don't get anxious to bore with a big augur. Plenty of men have fallen into holes made in that way and disappeared from the business world.

No store should ever be left in charge of incompetent help. To do so is to invite small disasters; perhaps larger ones.

Statistics and experiments prove that weariness increases the liability to carelessness about seven hundred per cent. It is better to send tired employees home than to allow them to stand behind the counter.

Is your store different from the average store in any distinctive way? Will it make such an impression upon the visitor's mind that it will be remembered? If not, why not?

The ability to sell something just as good when you are out of a certain line of goods may be valuable, but it will never be as valuable as the ability to keep up the stock.

System is a fine thing, but don't wind your business up so tight in somebody else's system that it won't run. See that the system you adopt fits your business.

The dirty store makes no friends on account of its dirt. It even lowers itself in the owner's respect. None but the clean deserve the trade.

Is your store going to be cool and comfortable this summer, so that people will hate to leave it on a hot day, or is it going to be close and stuffy?

A small business well under control and paying a net profit every year is far better than a big business on a shaky foundation.

To make people want your goods is to make them want your store. From that it is but a step to make them feel that they can't get along without it. That means success.

When competition lets up is no time for you to go to sleep. Bear on just as hard and get all the trade possible clinched for your store against the time when competition wakes up.—Frank Farrington in the National Druggist.

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We can supply complete lines of

OFFICE STATIONERY

Blank Account Books	**Bill Books**
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ALL KINDS OF SCHOLARS' REQUISITES AND SCHOOL SUPPLIES

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Eighteen Different Patterns
For all kinds of writing.

ONCE USED—ALWAYS USED.

Complete Lines of
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Descriptive Catalogue with Prices sent on Application

"Archive" Files

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(10 sizes)

Welcome Flags for
Celebration Purposes

Send for Prices—they are right.

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All ORDERS entrusted to us for selection of goods required will receive very special attention, as we aim to make this class of order the means whereby our customers will receive the most SALEABLE GOODS and become permanent purchasers from us.

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Our highest grade,—because Vice-Regal Linen is the best general purpose stationery you can buy—no matter what you pay.

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WARWICK BROS. & RUTTER, Limited
Wholesale Manufacturing Stationers
Toronto

Formulary

DERMATOLOGICAL APPLICATIONS.

Dr. Charcellay, in a thesis on the action of balsams and ointments, gives the following formulae of approved skin-applications : (Ch. & D.)

Aleptine.

Anhydrous lanoline.........	20 parts
Benzoated almond oil.........	60 parts
Spermaceti.........	15 parts
White wax	11 parts
Distilled water...........	30 parts
Balsam of Peru......	1 part
White gelatin.........	2 parts

Adiptine.

White wax...........	20 grams
Paraffin wax	80 grams
Almond oil	400 grams
Lanoline.........	250 grams
Rose-water.........	150 grams
Cherry-laurel water.........	20 grams
Tincture of benzoin.........	4 minims

Tamar-Indien.

The following formula is given by Dieterich :

Conc Tamarind Pulp	500 Gm.
Powd. Sugar.........	330 Gm.
Powd. Starch.........	100 Gm.
Powd. Alex Senna......	50 Gm.
Powd. Jalap.........	20 Gm.

The mixture is made into a mass of suitable consistency, and divided into pieces each weighing about 3 Gm., which are then dried in a drying closet at a temperature of from 50 to 60 degrees C. The pieces may be coated with chocolate.

Remedies for Blackheads.

1.—	Potassium Carbonate.........	3 dr.
	Distilled Water.........	3½ fl. oz.
	Oil Cinnamon.........	2 drops.
	Oil Rose.........	1 drop.
2.—	Thymol.........	10 grn.
	Boric Acid.........	120 grn.
	Extract Witchhazel	1 fl oz.
	Rose Water.........	1 fl. oz.
	Alcohol............	1 fl. oz.
3.—	Ammonium Carbonate	20 grn.
	Ether	1 fl oz.
	Water ....to make	2 fl oz.

The selected lotion is applied two or three times a day with a piece of soft linen.

Solution Iron Carbonate

Iron lactate	25 grams
Sodium carbonate	28 grams
Postassium tartrate	22 grams
Citric acid	1 gram
Cinnamon water	500 grams
Distilled water to make	1000 grams

Dissolve the sodium carbonate and postassium tartrate in 50 cc. of water, add the iron lactate and stir until solution is effected. Now add the solution to the remainder of the water. A precipitate at first forms, which, however, disappears on repeated shaking. Add the citric acid in solution and the waters.

COD-LIVER OIL EMULSION.

(New Italian Pharmacopoeia)

Cod-liver oil	1,000
Gum acacia powder	10
Tragacanth powder	10
Isinglass	2
Calcium hypophosphite	5
Sodium hypophosphite	5
Saccharin	0.2
Cinnamon oil	4 drops
Alcohol, 90 per cent.	50
Orange-flower water	40
Water	878

Parts in grams in each case except the cinnamon oil. Add the oil to the two gums, then make an emulsion by the addition of the isinglass, dissolved in 700 parts of water. Dissolve the hypophosphites and the saccharin in the remaining 178 parts of water and the orange-flower water, and add to the emulsion; lastly add the cinnamon oil in the alcohol and shake the whole for several hours.

LAXATIVE PHENOLPHTHALEIN PREPARATION

Elixir Phenolphthalein

Phenolphthalein	7 Gm.
Aromatic Spirit	500 Cc.
Tincture Saffron	1 Cc.
Simple Syrup ... ... to make...	2000 Cc.

One tablespoonful will contain 1½ grn. (Gm. 0.1) of phenolphthalein.

Syrup Phenolphthalein.

Phenolphthalein	0.30 Gm.
Alcohol (90-per-cent)	25 Cc.
Current Syrup .... to make	69 Cc.

For adults, the whole is taken at a dose, and for children under 12 years, one-third of the amount.

Phenolphthalein Granules

Vanillin	0.5 Gm.
Alcohol (90-per-cent)	50 Cc.
Phenolphthalein	10 Gm.
Sugar	980 Gm.
Acacia	10 Gm.
Simple Syrup	Sufficient

Phenolphthalein Laxative Lozenges.

Phenolphthalein	2 grn.
Chocolate Basis	Sufficient

Dose, one to four lozenges.

BISMUTH AND ZINC CREAM (CREMOR BISMUTHI ET ZINCI, B.P.C.)

Synonym—Creme Imperatrice

Bismuth Oxychloride	30.00	4 4-5 ounces
Zinc oxide, in very fine powder	30.00	4 4-5 ounces
Wood Fat	5.00	350 grains
Oil of Rose	0.10	8 minims
Lard	to 100.00	to 16 ounces

Mix the bismuth oxychloride and zinc oxide, and sift the mixture through fine muslin; then melt the wood fat on a water bath with six times its weight of lard, add the powder gradually, mix intimately by trituration in a mortar, add the oil of rose, and make up to the required weight with lard.

CREAM OF MAGNESIA (CREMOR MAGNESIAE, B P.C.)

Magnesium sulphate	18.00	3 3-5 ounces
Solution of potassium Hydroxide	132.75	25 11-20 fl oz.
Light magnesia	1.00	87½ grains
Water, a sufficient quantity.		
Distilled water	to 100.00	to 20 fl oz

Dissolve the magnesium sulphate in 200 (or 40 fl. ounces) of water, add in a thin stream the solution of potassium hydroxide previously diluted with 100 (or 20 fl. ounces) of water, and allow the precipitate to settle; pour off the clear liquid, wash the precipitate with distilled water until the washings are free from saline taste, then transfer the precipitate to a "chamois skin" strainer, allow it to drain without pressing, add the light magnesia, mix, and diffuse the mixture in sufficient distilled water to produce the required volume. The product will contain the equivalent of about 24 grains of magnesium hydroxide in each fluid ounce.

Dose—4 to 16 mils (or 1 to 4 drachms.)

HEADACHE COLOGNE.

Menthol	4 oz.
Camphor	4 oz.
Cologne (s e formula)	1 gallon

The following will make a suitable Cologne:

Cologne.

Oil of bergamot	1½ oz.
Oil of lemon	6 drs.
Oil of neroli	1 drs.
Oil of orange	2 drs.
Oil of rosemary	2 drs.
Tincture of benzoin	2 drs.
Orange flower-water	12 oz.
Alcohol .... to make	one gallon

ANTISEPTIC FLEXIBLE COLLODION

Pyroxylin......................	10 drachms
Alcohol (90 per cent.)..........	6 ounces
Tincture of benzoin (1 in 10)...	3 ounces
Methylated ether...............	25 ounces
Mercuric chloride..............	8 grains

Dissolve the pyroxylin in the ether, shaking until it has the consistency of paper pulp; then shake the mixture thoroughly. To this add the alcohol in which the mercuric chloride has previously been dissolved.

MODES OF ADMINISTERING CASTOR OIL.

The Annales de Pharmacie gives the following summary of the various methods employed to disguise the disagreeable taste of castor oil: (Nat. Druggist.

1. Press into a glass the juice of half an orange. Upon this pour the prescribed quantity of oil, and then add the juice of the remaining half of the orange. The oil, thus taken "between two juices," excites little repugnance.

2. Put the castor oil in a cup with hot milk, sweetened with sugar, and add orange flower flavor. Beat the mixture as when making a mayonnaise, and let the patient swallow it hot, before giving the oil time to separate. The taste of the castor oil is said to be completely masked.

3. The following is Liebrich's method: The oil is mixed, in a cup, with a fruit syrup, or syrup of chocolate; seltzer water is added in a strong stream. The mixture is shaken, and is to be swallowed by the patient before the carbon dioxide has escaped.

4. A glass is half filled with beer. The oil is now carefully added so as to float therein. A small quantity of beer is beaten to a thick foam and poured on the oil, and the mixture is ready to be taken.

5. Professor Bondet, of Lyons, gives the oil as follows, with the assurance that patients "find pleasure" in taking it:

Castor oil	20 grams
Orgeat syrup	20 grams
Peppermint water	20 grams

6. A method which has been found satisfactory is to make an emulsion by beating up 2 to 10 grams of castor oil with the yellow of an egg, and adding to this, in small quantities at a time, a mixture consisting of 80 cubic centimeters of warm water and 20 cubic centimeters of orange flower water. The emulsion may be taken in one or two doses, and is especially adapted for children.

SOLUBLE AROMATIC YERBA SANTA.

Fluid extract Yerba Santa.....	2 ounces
Oil cloves......................	32 drops
Oil orange.....................	16 drops
Oil sassafras...................	16 drops
Alcohol.........................	3 ounces
Solution potassa...............	1½ ounces
Comp. fld. ext. cardamon.......	4 ounces
Glycerin........................	sufficient
Water...........................	4 ounces
Purified talcum................	sufficient

Mix the fluid extracts and oils, then add the solution of potassa and water, mix with the talcum, then add the alcohol, and filter, returning the first filtrate till it comes through clear; then add enough glycerin to make I pint.

Uterotone
Hepatic Saline
Peroxygen Ointment
Peroxygen Dusting Powder
Peroxygen Soap
Caffadine

are new products, which are being sampled and detailed to the medical profession and can be procured from the wholesale druggist or direct from the Manufacturers.

The Moyes Chemical Co., Limited

Manufacturing Chemists

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You Can Suit your most particular customer by selling her a box of Autocrat Linen Stationery, put up in shapes and sizes to suit every purpose and the most fastidious taste!

May we send you our special assortment of Autocrat containing 93 boxes and 12 styles? It embodies the latest and most fashionable styles, and is accompanied by display rolls, hangers, posters and other advertising material, which cannot fail to create a rapid and profitable sale.

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Enables traders throughout the World, to communicate direct with English

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in each class of goods. Besides being a complete commercial guide to London and its suburbs, the directory contains list of

Export Merchants

with the Goods they ship, and the Colonial and Foreign Markets they supply;

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arranged under the ports to which they sail, and indicating the approximate Sailings;

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of leading Manufacturers, Merchants, etc., in the principal provincial towns and industrial centres of the United Kingdom.

A copy of the current edition will be forwarded, freight paid, on receipt of Postal Order for **20s.**

Dealers seeking Agencies can advertise their trade cards for **£1,** or larger advertisements from **£3.**

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THE SAFETY CORN SHAVER

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BUY ANTICOR TO DAY AND FORGET THAT YOU EVER HAD A CORN
NO LONGER NEED TO RUN THIS RISK

Price $10.80 per Dozen

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Canadian Druggists !!

YOU GET FULL PROFITS ON *Nature's Remedy*
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WRITE TO-DAY for our Special Proposition. It's a live one—one that will make good and do it quick.

TO PROTECT YOUR PROFITS

We have discontinued selling Nature's Remedy through Jobbers, and all orders will be filled direct, prepaid.

PERSONAL.—If you have never used Nature's Remedy, we would like to send you a box free for personal use. It is the most satisfactory laxative on the market and is used and recommended by thousands of the best druggists the world over. Let us show you. Write for free box and proposition. **DO IT NOW.**

The A. H. Lewis Medicine Company

ST. LOUIS MO. **SMITH'S FALLS, ONT.**

Trade Notes

ALBERTA

Chester Kemp, druggist and stationer, of Wolf Creek, has moved to Edson, Alta.

H. F. Cull has started a drug and stationery business at Athabaska Landing, Alta.

. A. G. Thompson, druggist at Stavely, Alberta, has sold his business.

The Alberta Drug and Book Co., druggists and stationers at Cardston, Alberta, have sold their business.

S. P. Saunders has opened a new drug store at New Norway, Alberta.

H. L. Higgs, Wetaskawin, has disposed of his branch store at New Norway, Alberta.

BRITISH COLUMBIA.

Chambers Drug Co. are opening a new branch store in South Vancouver, B.C.

D. T. J. Troughton is opening a drug store at Kitsilano, B.C.

H. W. Ferguson & Co., Vancouver, have opened a branch store at Fairview, B.C.

George A. Fraser, Victoria, is opening a branch drug store at Stewart City, B.C.

G. Merryfield, Oak Bay, is opening a branch drug store at James Bay, B.C.

G. M. Gemmill, Merritt, B.C., has purchased the drug stock of H. E. Forsyth, of that place.

C. H. Allison, Fort George, is opening a branch drug store at Quesnell, B.C.

W. T. Boardman has opened a new drug store at Grandview, B.C.

J. McCreath, druggist at Eburne, B.C., is offering his business for sale.

C. H. Ellis has opened a branch drug store at Quesnel, B.C.

J. H. Clements, Kamloops, B.C., suffered a loss by fire recently.

J. Mason Adams has opened a drug business at Hazelton, B.C.

MANITOBA.

Dr. A. B. Stewart has purchased the drug and stationery business of W. B. Davis, Man.

L. E. Mylks, druggist at Clan William, Manitoba, has sold his business.

According to the "Commercial" there is said to be a good opening for a drug store at Sydney, Manitoba. Enquiries can be sent to J. McElrea.

J. A. Gray has purchased the drug business of F. W. Berry, MacGregor, Manitoba.

Cecil Hall has discontinued his drug business at Sydney, Manitoba.

Jas. Brough has taken over the drug business of Wm. Ivel, Winnipeg, Man.

NEW BRUNSWICK

F. C. Jones Drug Co., has purchased the drug business of R. G. Henderson, Moncton, N. B.

G. W. Hoben, druggist at St. John, N.B., died recently.

SASKATCHEWAN.

J. H. Storey has purchased the drug business of E. J. Golden, Tuxford, Sask.

C. S. McDonald has opened a drug store at Moose Jaw, Sask.

W. Trenholme has purchased the drug and stationery business of R. C. Humphrey, Sherbrooke, Sask.

C. S. McDonald has opened a drug store at Moote Jaw, Sask.

H. A. Stephen has started a new drug store at Belle City, Sask.

H. M. Woodhill has purchased the drug business of A. R. McEwen, Francis, Sask.

Thos. Nutall has opened a drug and stationery store at Hawarden, Sask.

D. F. Patterson has purchased the drug business of Argue & Co., Grenfell, Sask.

P. A. Holmes is opening a new drug store in Calgary, Alta.

R. D. McNay has been admitted into partnership with R. B. Barnes, Macleod, Alta.

ONTARIO.

J. A. Barr has taken over the drug business of J.A. Barr & Co., Hamilton, Ont.

W.A. Dalgleish druggist, at Toronto, has sold his business.

H. Spencer Case, has taken over the drug business of the firm of H. Spencer Case, Ltd., at Hamilton, Ontario.

Richard Wood, of the drug firm of A. J. Greenwood & Co., St. Catharines, Ontario, died recently.

Dr. C. W. Chippen has purchased the drug business of W. D. Goulding, 515 Pape Ave., Toronto, Ontario.

F. H.Walley, druggist, of Wingham, Ontario, has sold his business to F. J. Hind, and Mr. Walley has purchased the drug business of I. V. Fear, Seaforth, Ontario.

E. J. Madill has opened a new business at Caledon East, Ont.

F. C. Parke has joined the F. F. Parke Co., of Chatham, as director.

F. C. Cooper has purchased the business of Dr. Adams, Lion's Head, Ont.

Victor G. Cummings has opened a new drug business at Elmwood, Ont.

L. J. Gundy, of Aylmer, has succeeded A. J. Schooley in the drug business at Springfield, Ont.

W. J. Keeys has taken out a license for a drug business at Mille Roches, Ont.

W. M. Robertson, formerly of Dunchurch, has opened a new drug business at Walton, Ont.

Heeber Cook has purchased the drug business of Dr. Slichter, Tara, Ont.

A. J. McKinnon has taken out a license and will open a drug store at Zurich, Ont.

C. R. Magee has purchased the drug business of D. Campbell, Dundalk, Ont.

Fred J. Saunders, formerly of Exeter, has purchased the drug business of H. G. McIntosh, 651 Queen St. West, Toronto.

O. A. Baker has purchased the drug store of W. J. Pearce, lately opened at Weston, Ont.

W. B. Davis, formerly of Plumas, Man., has purchased the drug business of W. A. Dalgleish, Queen and Coxwell Ave., Toronto.

J. S. Hine has taken over the drug business of F. H. Whaley, Wingham, Ont.

J. F. Willis succeeds Rutherford & Co. in the drug business at Aurora, Ont.

R. Wood Greenwood, of the drug firm of A. J. Greenwood & Co., St. Catharines, Ont., died recently.

W. C. Carter, druggist, at Cochrane, Ont., lost his entire stock by a fire on August 7th.

QUEBEC.

Dr. Leonard Archambault, druggist at St. Dominique, Que., suffered a loss by fire recently.

Dr. Baudel Remedy Co. have registered as patent medicine manufacturers at Montreal, Que.

TO TRANSFER PHOTOGRAPHS TO WOOD.

To copy photographs on wood proceed as follows, says the Photographische Welt :

Dissolve 1 part of gelatin in 25 parts of warm water and add enough zinc white so that when applied to wood the mixture just allows the grain to show through. When this coat is dry apply a 10 p.c. solution of common salt, and when this has dried paint over it a 10 p.c. solution of silver nitrate. Dry quickly and print from the negative until the proper depth of shade is obtained (this must be determined by experiment). The developing solution is composed of 5 grams metol, 100 grams water and 100 grams glacial acetic acid. For use this is diluted 1-56. When developed to the proper shade the positive is washed and fixed.

PERSONAL NOTES.

Mr. W. D. Corson, Manager of Sovereign Perfumes, Ltd., has just returned from an extended trip to the West. At the Calgary and Winnipeg Exhibitions fine displays of the company's goods were made, and the exhibits were the subject of general admiration.

Mr. Geoffrey E. Howard, of the firm of Howard & Sons, Ltd., manufacturing chemists, Stratford, nr. London, England, is at present in Canada in the interests of his firm. This is Mr. Howard's second visit to this country, having been here some two years ago when the Canadian depot of the firm was established in Montreal.

We understand that Mr. Howard will remain a couple of months in Canada, and those of his friends who have had the pleasure of meeting him on his former visit will be pleased to welcome him amongst them again.

Mr. Robert Ferber, of Robert Ferber & Co., Southwark Bridge Road, London, is another visitor from Great Britain, who is on a business tour in Canada at present. Mr. Ferber visited Toronto in July and also went as far west as Winnipeg, and on his return will visit a number of eastern cities.

Mr. Ferber is very much gratified with the large increase in the sale of the products of the firm in Canada.

R. R. MARTIN

Robert Rowlette Martin, of Martin, Elgar, Ltd., of Cape Town, South Africa, and of Martin & Harris, Bombay, India, died recently while on his way to his home in Canada.

Mr. Martin was born in this country, and was a graduate of the Ontario College of Pharmacy, and for some years occupied the position of traveller for Parke, Davis & Co., afterwards going to New York and taking charge of the office of Sharpe & Dohme in that city. From thence he went to London, England, as manager of the firm of Oppenheimer, Sons & Co., Ltd. While with this firm he travelled through South Africa and India, as the state of his health made it imperative that he should live in a warmer climate.

Subsequently he acted as the Eastern representative of Frederick Stearns & Co., Detroit, and finally founded the firms, with which he was connected until his death.

Mr. Martin was a regular subscriber to the "Canadian Druggist," and always took an active interest in pharmaceutical matters in this country, even although absent from it for so many years. He was a man exceedingly well liked, and his many friends will mourn his loss.

SHOULD BE OBLIGED TO REGISTER SALES

James Doyle committed suicide by poisoning, July 13th, in Toronto, and a coroner's inquest elicited the fact that deceased had purchased Paris green at a hardware store and taken it with suicidal intent while under the influence of liquor. The jury, in rendering their verdict, advocated that the same restrictions be placed on the sale of poisons by hardware dealers as is the case of druggists.

OPTICAL EDUCATION BUSINESS AND SUCCESS

TO DRUGGISTS WHO WISH A LUCRATIVE OPTICAL PRACTICE

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Our Instructors come to you. Teach you the science. Establish a business which yields magnificent profits. You get the knowledge, optical patronage of your locality and all future business without spending one dollar. Write for particulars.

Empire College of Ophthalmology, Ltd., 358 Queen St. West, Toronto

THE CANADIAN COLLEGE OF OPTICS.

OUR CORRESPONDENCE COURSE IN OPTICS has been such a success that we would like you to know what those who have taken it have to say. Correspondence Courses can begin any time. The same diploma is given correspondence students as class room students. Write for full particulars to **W. E. HAMILL, M. D., Oculist, Janes Building, TORONTO.**

Toronto, August 1st, 1910

MR. DRUGGIST,--

We have a money maker for you.

A well advertised article that sells itself. Your customers will thank you for introducing WONDER-SHINE to them, and will bring in their friends to purchase more.

WONDER-SHINE is the newest--it cleans tarnished gold and silver instantly, without rubbing, and without any injury to the article cleaned.

WONDER-SHINE will clean more silver in half an hour than paste or polish in half a day, and clean it better.

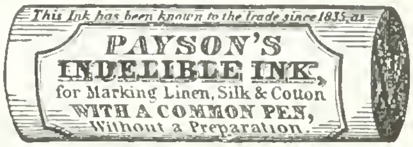
There is Money in It for You.

We are so sure that you will want more WONDER-SHINE when you have once tried it, that we will send you a full size 25c package FREE for the asking, prices, etc., with it. (Use your letter head.)

Yours truly,

Household Convenience Co., Limited

WONDER-SHINE makes Gold and Silver smile **TORONTO**


This Ink has been known to the trade since 1835, as
PAYSON'S
INDELIBLE INK,
for Marking Linen, Silk & Cotton
WITH A COMMON PEN,
Without a Preparation.

THE OLDEST - THE BEST

Received Medal and Diploma at Province of Quebec Exposition, Montreal, 1897.
Trade supplied by all leading Drug Houses in the Dominion

THE QUEEN HOTEL
Halifax, N.S.

FIREPROOF

Electric Passenger Elevator
Accommodation for 300 Guests
Forty Rooms with Private Baths
BUILT FOR YOUR SAFETY AND COMFORT

JAMES P. FAIRBANKS, Proprietor

NO! THIS IS NOT AN ADVERTISEMEMT IT IS A "HORRIBLE EXAMPLE."

I put it here to show how NOT to do it.

And I let it stand from issue to issue for the same educational purpose.

Then, to make my point unmistakably clear, I have purposely crowded into this cheap little space "copy" that should have a page.

This sort of thing costs very little per issue—and is worth it!

I despise "cheap" things, and if this thing (it isn't an advertisement) doesn't look cheap, I miss my guess. At that, it is better than the average "standing card" because it SAYS something.

I estimate that a full page advertisement is worth 40 times as much as an eighth-page "card" in its real advertising value; a half-page 10 times as much as an eighth; a quarter-page 3 times as much, and a 1-inch card, not only valueless, but an absolute damage to the financial standing of the man perpetrating it.

Let me tell you how I can help you make money out of real advertising in this splendid Journal.

Send for my tract "A Cure for the Card-Habit."

I hate to put my name to this awful thing, but here goes:

R. R. SHUMAN, Trade Paper Copy Specialist
440 Wells Street, CHICAGO

ESTABLISHED 1891

Common Sense
Vermine Exterminators

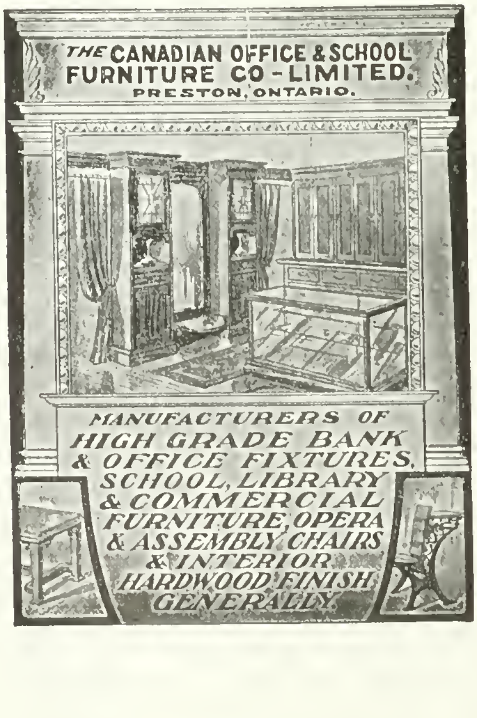
—TWO KINDS—
NO SMELL

RATS and MICE

Roaches and Bed-Bugs

IT DRIES THEM UP

Most infallible remedy known. Retains its strength for years.
Sold in every Country in the World.
Sold by all Jobbers:
TORONTO, ONT. BUFFALO, N.Y. LONDON, ENG.


THE CANADIAN OFFICE & SCHOOL FURNITURE CO - LIMITED.
PRESTON, ONTARIO.
MANUFACTURERS OF
HIGH GRADE BANK & OFFICE FIXTURES, SCHOOL, LIBRARY & COMMERCIAL FURNITURE, OPERA & ASSEMBLY CHAIRS & INTERIOR HARDWOOD FINISH GENERALLY.

See Our Range of

"ARLINGTON"

"Pyralin" Combs

Before Ordering Elsewhere

We have a nice assortment at A1 value and they are unsurpassed for durability.

We also manufacture INFANTS' TEETHING RINGS.

The Arlington Co., of Canada
LIMITED

East
Duncan Bell,
Montreal

West
John A. Chantler & Co.,
Toronto.

Photography

PHOTOGRAPHING BURNT MANUSCRIPTS

The writing on a burnt manuscript can be rendered legible by photography, says Reiss in the Pharmazeutische Zentralhalle, provided, of course, that the paper has not completely fallen to pieces. The method of procedure is as follows : The fragments are carefully arranged on a plate of glass, then coated with a drying varnish and covered with another sheet, the whole arrangement being then placed in a printing frame. If vegetable inks have been used, clear and legible photographs are obtained by the use of orthochromatic plates and the proper color screens. Writing done in aniline or iron inks is photographed in the usual way. If the writing is in pencil, the camera and the object must be so arranged that the light reflected from the graphite may enter the lens.

GREEN TONES ON BROMIDE PAPER

The following process was recently submitted to the French Photographic Society by M. Maquenne for producing a wide range of green tones on bromide prints :

The tones are the result of replacing more or less of the silver by yellow lead chromate and Prussian blue, and the best effects are obtained on glossy paper. Four stock solutions are necessary.

1

Lead acetate cryst	135 grams
Iron perchloride solution (15 degrees Beaume)	40 c.c.
Glacial acetic acid	100 c.c.
Water to	1 litre

Dissolve the lead acetate in 500 c.c of the water, then add the acid and iron, stirring constantly. Set aside for a day or two in a cool place, and filter off the crystals of lead chloride which are deposited.

2

Lead acetate crystals	100 grams
Glacial acetic acid	100 c.c.
Water to	1 litre

3

Potassium ferricyanide	10 grams
Water to	100 c.c.

This solution should not be kept longer than a month or so.

4

Iron perchloride solution (15 degrees Beaume	1 c.c.
Glacial acetic acid	5 c.c.
Water to	500 c.c.

Before toning, the prints should be soaked till limp in a mixture of glacial acetic acid 1 and water 8 (by weight).

For Deep Green Blue Tones the acid soaked print is immersed in—

Solution No. 1	10 c.c.
Solution No. 3	10 c.c.
Water to	100 c.c.

—for six minutes, rocking all the time. This treatment turns the print blue. Wash for fifteen minutes, place again in the acetic-acid bath, wash again, further treat for two or three minutes in the acetic-acid bath, and then well wash. The print is then treated with two baths of a solution of citric acid 1 in 5, and washed for one hour. This process gets rid of the soluble lead salts, and the face of the print should be swabbed over with wet cotton-wool after the last washing. The print is then placed in a 1-in-100 solution of potassium chromate, where the blue is turned to a greenish shade. The print is again washed, treated with the citric-acid bath, and again washed for a few minutes.

Bright Green Tones are obtained by immersing the acid-soaked print in—

Solution 1	8 c.c.
Solution 2	2 c.c.
Solution 3	10 c.c.
Water to	100 c.c.

The same process is gone through as before, and the tone obtained is a sage-green with a bluish tint in the half tones, which the author says imparts a very pleasing aerial perspective to those parts. By varying the proportions of 1 and 2 the tone is modified, the greater relative amount of No. 2 producing yellower greens.

Pure Green Tones of an even nature (without blue half-tones) are obtained by treating the acid-soaked print with

Solution 2	5 c.c.
Solution 3	5 c.c.
Water to	100 c.c.

Then, without intermediate washing, transferring the print to the green-blue bath given first. The print is then well washed and placed in Solution 2, where it should remain until toned very blue. Treating with the acetic and citric acid baths as before, and placing in the chromate solution, gives a print of a pure green color.

The process is somewhat lengthy, and a number of dishes are required, but the results I have obtained on odd prints in trying the process were well worth the trouble. The process should prove of value to photographers with an inclination to be original. As already stated, the best results are obtained on glossy papers, and the most appropriate subjects are open landscapes and sea studies.

IT'S "MOTHERSILL'S" EVERYWHERE NOW.

The tourist season is in full swing and druggists should be looking to their supply of Mothersill's Seasick Remedy. This article is strongly endorsed by scores of famous travelers. It "lines up" among its boosters many of the most noted people in the old and new world. Two great scrap-books of most interesting autograph letters in possession of its makers include commendatory letters from many of England's nobility. The well-known English publisher, well known in America as Sir Alfred Harmsworth, and to our British cousins more familiarly as Lord Northcliffe, says that during a trip from England to Newfoundland and back he heard abundant evidence of the fact that Mothersill's Seasick Remedy "appears to be, in nineteen cases out of twenty, an absolute cure for mal de mer and also for what Americans call car sickness." This eminent gentleman is followed by others equally eminent. A strong recommendation by Bishop Taylor Smith, Chaplain-General of the British Army, praises it as an effective article, which he has ordered and used with gratifying results in the service.

Fac-simile of Letter From Lord Northcliffe (Probably Better Known in America as Sir Alfred Harmsworth), the World-known English Publisher and Man of Affairs.

Sutton Place,
By Guildford,
Surrey.

Gentlemen,—

Your letter of the 14th of September reached me on my return to England from a journey to Newfoundland and back, during which I have seen and heard abundant evidence of the fact that Mothersill's Seasick Remedy appears to be, in nineteen cases out of twenty, an absolute cure for mal-de-mer, and also for what the Americans call "car-sickness." I have taken it on many occasions, with excellent effect and no after-effect. You are quite at liberty to make use of this letter, as I think it a duty to express my opinion on the subject.

Yours truly,
Northcliffe.
December 9th, 1909.

The Mothersill Remedy Company, Limited.

LAWN PARTY LUNCH SETS.

An illustration is shown of lawn party lunch sets, a line added by Buntin, Gillies & Company, Limited, Hamilton, for the summer trade. Each box contains one fancy tablecloth 56 inches long and 42 inches wide, and one dozen fancy napkins. The goods are made from chemically pure and germ-proof sterilized paper and are supplied in ten patterns.

CHOICE LINES FOR THE DRUGGIST STATIONER.

At this time of the year our readers will be on the look-out for desirable lines to bring before their customers, something which will appeal to them on account of their usefulness, as well as their suitability.

The Copp, Clark Co., Ltd., Toronto, are offering some lines in good stationery which cannot fail to be good sellers, and the wide-awake druggist can reap a good revenue from these goods if he but looks after the orders.

Amongst the lines which particular attention is called to are crucible pens, which are put up in a handsome polished oak counter display case, one of these cases being given with an order of 25 gross of any one pattern or of assorted pens, if desired. These are an excellent selling pen, and the case is a good "silent salesman." They are made in eighteen different patterns for all kinds of writing.

Wicker waste paper baskets are always a saleable article, and a full stock of these is shown; also wire baskets for the same purpose, as well as wire desk baskets.

The "Slicer" is a combination pencil sharpener and point protector, which is put up, 3 dozen on an attractive display card and sells at $1.80 per gross. They are a good selling novelty.

The safety pen clip, "New Modern B," is finished in nickel, highly polished, and can be adjusted to fit any size pen or pencil. These are put up, 3 dozen on a display card, at $3.60 per gross.

"Archive Files" are also an attractive selling line in office stationery. This firm supplies complete lines of blank account books, receipt forms, envelopes, writing tablets, and all kinds of scholars' requisites and school supplies.

If in the city drop into their warerooms at 64 and 66 Front street West, or if not, your mail orders and enquiries will receive prompt attention.

Iodo-tannic Syrup.

In preparing iodo-tannic syrup the iodine needs to be finely powdered so that the reaction with the tannin can take place with facility. It is somewhat difficult to finely powder iodine, as it slips about under the pestle. To overcome this difficulty M. Courand proposed to rub up the iodine with twice its weight of sugar. With a view to preventing loss of iodine the preparation of the syrup is carried out in a strong glass bottle closed with a porcelain stopper. The remarks apply especially to the syrup of the French Codex, but apply equally to the numerous formulae founded upon the official recipe.—Bulletin de la Societe de Pharmacie de Bordeaux.

Write for
Terms,
Show Cards,
Etc.
to

Sole Canadian Agents:

The Dominion Photo Supply Co.
Limited
294 Yonge Street
TORONTO

Goldona
JUST FIX IT.

The New Paper
which requires Fixing only.

Fine, rich prints - not muddy in tone, but vigorous, bright, and pleasing.

You make the Print:
"Goldona" does the Toning.

Try It!

Photographic
Supplies

UNITED PHOTOGRAPHIC STORES LIMITED
UPS

Ensign

Cameras
and
Films

Imperial Plates

Wellington Goods

Regal, Banner
Papers

Your Customers Want Them!

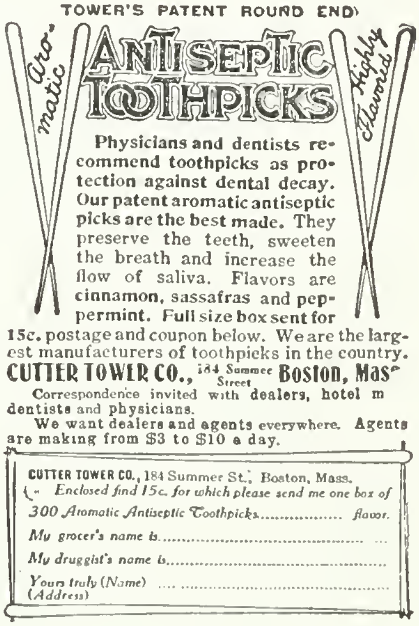
FILMS

Why Not Supply Them?

Distributing Agents:

The United Photographic Stores, Limited

Montreal *Ottawa* *Quebec* *Toronto*



TOWER'S PATENT ROUND END

ANTISEPTIC TOOTHPICKS

Physicians and dentists recommend toothpicks as protection against dental decay. Our patent aromatic antiseptic picks are the best made. They preserve the teeth, sweeten the breath and increase the flow of saliva. Flavors are cinnamon, sassafras and peppermint. Full size box sent for 15c. postage and coupon below. We are the largest manufacturers of toothpicks in the country.

CUTTER TOWER CO., 184 Summer Street **Boston, Mas**

Correspondence invited with dealers, hotel m dentists and physicians.

We want dealers and agents everywhere. Agents are making from $3 to $10 a day.

CUTTER TOWER CO., 184 Summer St., Boston, Mass.
Enclosed find 15c. for which please send me one box of
300 Aromatic Antiseptic Toothpicks.................. flavor.
My grocer's name is..
My druggist's name is..
Yours truly (Name) ....
(Address)

European Agency

WHOLESALE Indents promptly executed at lowest cash prices for all kinds of British and Continental goods, including

Books and Stationery,
Boots, Shoes and Leather,
Chemicals and Druggist's Sundries,
China, Earthenware and Glassware,
Cycles, Motors and Accessories,
Drapery, Millinery and Piece Goods,
Fancy Goods and Perfumery,
Hardware, Machinery and Metals,
Jewellery, Plate and Watches,
Photographic and Optical Goods,
Provisions and Oilmen's Stores,
etc , etc.

Commission 2½% to 5%.
Trade Discounts allowed.
Special Quotations on Demand
Sample Cases from £10 upwards
Consignments of Produce Sold on Account

William Wilson & Sons
(Established 1814)
25 Abchurch Lane, London, E.C.
Cable Address: "ANNUAIRE, LONDON."

VANCO

MERCURIALS IODIDES

Best Quality and Best Prices

Mercury Bichloride
Mercury Subchloride
Mercury Oxide
Mercury Ammon. Chlor.
Mercury Iodide
Mercury Ointment H. and B. P.

Pottassium Iodide
Sodium Iodide
Ammonium Iodide
Iodine Resubl.
Iodoform

ALL MADE IN CANADA
Write for our Price List

CHEMICAL LABORATORIES LIMITED
148 Van Horne Street Toronto, Ontario

Optical

IS VISUAL ACUITY A PROPER INDEX?

Dr. James Thorington propounds the query: Is the visual acuity an index to the power of the spherical lens required to produce 6/6, or normal vision? and says that under certain conditions the proposition holds good. The conditions required are, he states:

First That the ciliary muscle shall be at rest when the test is made.

Second—That the eye must be capable of obtaining 6/6 vision, or better.

Third—That the test be made at a distance of 6 meters.

Fourth—That any astigmatism that may exist be corrected by cylindrical lens before the test for acuity is made.

Fifth—That the test type used shall measure the acuity in tenths of the normal.

Under the above conditions the visual acuity is an index to the spherical lens (x or —) required to give 6/6 vision and the same lens which will give a vision of 6/6 will also give a vision of more than 6/6, provided the acuity of the eye, being examined, is greater than the standard for normal.

The reason for the fifth condition is that the interval between the different sizes of letters used to test the acuity must be uniform. Each line must represent exactly one, or more tenths of normal vision. For instance: A 60-meter letter is ten times the size of a 6-meter; it therefore represents but one-tenth of normal activity if viewed from a distance of 6 meters; a 30-meter letter would represent two-tenths; a 20-meter, three-tenths; a 15-meter, four-tenths, and so on.—Western Druggist.

OPTICAL TREATMENT OF STRABISMUS.

The medical profession is gradually coming to the optical viewpoint of this subject. The latest recruit to the refractionists' position is Dr. de Lapersoune, of Paris, who advises against operative treatment of strabismus before ten or twelve years of age; the use of correcting glasses, the use of atropine drops, and the intermittent wearing of a bandage on the sound eye are the essential points in the treatment. Later recourse may be had to operative procedures, but it is necessary to supplement them by optical exercises with the aid of that very ingenious instrument called the diploscope invented by Dr. Remy. With the intelligent employment of the diploscope the cure of strabismus can be guaranteed and often in quite a few sittings.—Ex.

OPTICAL GOODS

We desire to call the attention of our readers to the full page advertisement of the Michigan Optical Co. on page facing the third page of cover in this issue.

The advertisement of this firm will appear regularly on this page.

All druggist opticians and those who contemplate adding this desirable side line will do well to read this advertisement.

The lecturer had been describing some of the sights he had seen abroad. "There are some spectacles," he said, "that one never forgets."

"I wish you could tell me where I can get a pair of them," exclaimed an old lady in the audience. "I'm always forgetting mine."

MOTHERSILL'S SEA-SICK REMEDY.

Practically all the principal New York Steamship Companies are now OFFICIALLY RECOMMENDING "Mothersill's" on their steamers.

COLONEL ROOSEVELT and party used "Mothersill's" on their recent trip to Africa with splendid results.

"Mothersill's is now kept on the Royal Yacht, "Victoria and Albert" and is used by ROYALTY.

"Mothersill's" is purchased by the BRITISH WAR OFFICE for the transportation of troops.

In connection with this, we have a splendid testimonial from BISHOP TAYLOR SMITH, CHAPLAIN-GENERAL of the Forces.

The great POLYTECHNIC SOCIETY OF LONDON recommend "Mothersill's" on all their tours.

The SALVATION ARMY HEADQUARTERS supply "Mothersill's to officers and emigrants for seagoing journeys.

We have beyond doubt the FINEST CREDENTIALS that it is possible to receive.

DO NOT BE SKEPTICAL to the extent of sailing without "Mothersill's," or you will find out later that you spoiled a sea voyage that might have otherwise been a most enjoyable one.

FOR BUSINESS IN FOREIGN LANDS.

Mr. William J. A. Bailey, who recently returned from a successful trip around the world, representing a number of American manufacturers, is now preparing another business tour. He expects to leave this country early in the Fall, and will be gone about a year, visiting the leading commercial centres of the world. Mr. Bailey markets his lines in conjunction with permanent sales offices in the different countries, so that this trip would no doubt be of interest to manufacturers seeking foreign trade. His address is 32 Broadway, New York City.

IT WILL PAY YOU TO STOCK

SPRATT'S DOG CAKES

SPRATT'S DOG MEDICINES

SPRATT'S DOG SOAP

SPRATT'S BIRD SEEDS (IN PACKETS)

Your Jobber can supply. May we send our Illustrated Export Price List.

Write Spratt's Patent Ld., London, Eng. Canadian Branch: 13 St.Therese Street, St.Gabriel's, Montreal

BRITISH MEDICAL ASSOCIATION MEETING IN LONDON.

Numerous as were the attractions connected with the British Medical Association Meeting recently held in London, none appeared to possess the magnetism or exercise such a fascination over medical men as the exhibition which seemed to have the power of always drawing a crowd of interested visitors.

Probably the most popular resorts in the exhibition were the exhibits of Messrs. Burroughs, Welcome & Co., whose stands proved to be veritable magnets for all who closely follow the path taken by the latest pharmaceutical research. The products of this firm are so well known to pharmacists all over the world that we need only mention some of the more recent.

Although but recently introduced, 'Soamin' has already made a name for itself in the treatment of syphilis, trypanosomiasis, and other protozoal diseases.

'Nizin,' another specialty of the firm, is a zinc salt of sulphanilic acid, and forms a most valuable antiseptic injection in cases of acute gonorrhoea.

In 'Ernutin' all the uncertainty of action usually associated with ergot has been removed. There is probably no drug in the pharmacopeia which has been more frequently the subject of chemical investigation than ergot, and it is interesting to learn that the therapeutic qualities of 'Ernutin' are confirmed by phisiological standardisation.

'Lodal,' an oxidation of laudanosine, one of the alkaloids of opium produces a rise in blood-pressure, whilst strengthening and slowing the heart beat. It produces tonic contraction of the uterus and has been used with good results in cases of uterine haemorrhage.

The use of animal substances as medicines has steadily increased during recent years, and Messrs. Burroughs, Wellcome & Co. have a fine display of such medicaments. 'Tabloid,' Thyroid Gland, Pituitary, (Infundibular) Extract, etc., are included in this branch of therapeutic remedies.

The exhibit also included an extensive selection of the 'Wellcome Brand Sera, Tuberculins and Vaccines. The list of these is more comprehensive than ever, several additions having been made. Among the more recent we noticed Coryza Vaccine, Influenza Vaccine, New Tuberculines (W). These products are prepared under strictly scientific conditions and are not allowed to be issued until they have passed the stringent tests for non-toxicity and sterility.

In order to insure absolute purity and potency in preparations for hypodermic injection Messrs. Burroughs Wellcome & Co. issue under the 'Vaporole' Brand a series of preparations inclosed in hermetically.sealed glass containers of special design.

In conclusion we cannot fail to mention the tabloid medicines, which, with the tabloid medicine cases, formed a conspicious feature of the exhibit.

Altogether the exhibit was very entertaining and instructive, and Messrs. Burroughs, Wellcome & Co. are to be congratulated upon the courageous way in which they have seized upon and expanded the possibilities of modern pharmacy.

Application for Eczema of the Hands.

The hands should be frequently treated with emollient baths, and rubber gloves should be worn. The following ointment should be applied: Salicylic acid, 1; glycerol of starch, 30. Afterwards dust with the following mixture: Salicylic acid, 1; zinc oxide, 5; French chalk, 30.—Formulary of Nouveaux Remedes, 1909, 18, 1.

Credit should be looked after more closely than cash.

A man is responsible only to himself for what he thinks; he is responsible to the whole world for what he says.

THE MARTIN, BOLE & WYNNE CO.
WHOLESALE DRUGGISTS
AND IMPORTERS OF FINE DRUGGISTS' SUNDRIES
Corner of Princess and Market Streets . WINNIPEG, MANITOBA

COMING WEST?

SHOULD you desire to come to the great North-West, either to engage in the drug business for yourself, or to take a position as a clerk, we may be able to assist you.

We are constantly in touch with every section of Western Canada, and we shall be glad if we can be of service to any one, desiring information, as to location, etc.

We know of several good drug businesses for sale. Cash required to handle runs from $1,000 to $5,000, also know of a number of good openings for Doctors to handle drug store and practice combined.

Write Us

DRUG REPORT.

Toronto, Aug. 21, '16.

Business is good and payments well up to the mark. There has been no radical changes in values during the month. Flax seed will be higher this fall. Otto Rose has advanced. Buchu Leaves are worth $1.50 lb. in bale lots in New York. Pure Insect Powder is no lower. Asafoetida keeps very high. Patent Salad Oil is very high. There are no specific changes in price since our full list of last month.

Incorporating a Perfume With Talcum.

The material should never be diluted with alcohol, but should be rubbed up with a dry base. For instance, four ounces of orientol or a combination of materials may be incorporated with five pounds of powdered orris root, by rubbing and sifting a number of times, and then allowing to mellow a week before use. This perfume powder is then used in the proportion of from four to twelve ounces to ten pounds of talcum powder. Light colored orris should be used, so as not to darken the color of the talcum. If it is impossible to obtain this, or if for any reason a very slight yellowish tinge is objected to, finely powdered boracic acid may be used instead, but never use magnesia. Magnesia will absorb an oil very easily, but will also give up the odor again very rapidly.

The only benefit in using orris root is that it contains valuable fixative principles, which will make the perfume much more lasting in the powder, as it will hold it tenaciously.—Alois von Isaacovics.

Mr. Henry H. Lyman, president of The Lyman Bros. & Co., Limited, and Lymans, Limited, Montreal, sailed for abroad on the 17th on a trip combining business with pleasure.

PARTNER WANTED

Wanted—a Partner, with five thousand dollars, to go with an equal amount or more to start a live Drug and Stationery Business in a western city.

Address, "Graduate,"
1300 Retallack St.,
Regina, Sask.

For Sale—Drug business in Northern Ontario County Town. Stock and fixtures about $3000.00. Good reason for selling.

Box 25 Canadian Druggist, Toronto.

Retail Drug Store in the village of Rock Island, Province of Quebec, doing good business. No competition. Carried on by present owner 35 years. Will sell or rent building—stock $3,000. Apply to

J. T. FLINT, Rock Island, P. Q.

BUSINESS FOR SALE.

Drug Business—Forty-eight hundred. Seventeen hundred will finance. Best location in town over four thousand. No cut prices. Cash sales, seven thousand. Box 5, Canadian Druggist.

SITUATION WANTED

Chemist, honor graduate university with scholarship, practical experience, desires position in laboratory or with druggist. Excellent references. Box 2, Canadian Druggist, Toronto.

IMPORTANT NOTICE.

Attention is called to the fact that Colgan's Mint Chips and Violet Chips, the two popular brands of chewing gum, are now to be had from all wholesale drug houses in Canada. The extensive high-class advertising which the Colgan Gum Co. have put out has created an extraordinary demand, and the excellent quality of the gum together with the delicacy of flavors ensures a permanent and increasing demand wherever introduced.

The Sundries Import Co., 1 Augusta Ave., Toronto, Ont., are the Canadian selling agents.

Not Excelled in the World

A LINE OF HIGH GRADE

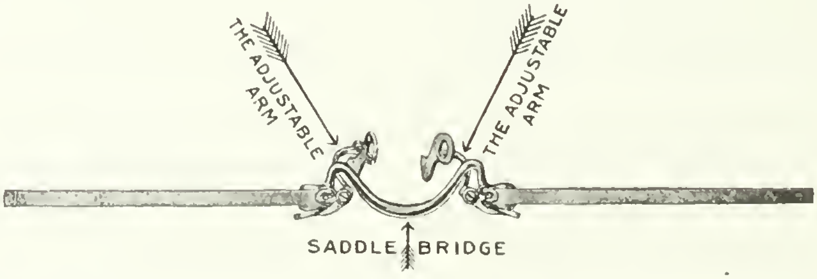
Spectacle Frames and Mountings

TO BE KNOWN AS

The Maple Leaf Specials

The First Triumph Mountings

supply everything that can possibly be required in Finger Piece Mountings



Saddle Bridges with Adjustable Guard Arms

The coil springs are perfectly tempered so that while they hold the mounting firmly on the nose they do not pinch or hurt in the least.

SUREFIT STRAPS make it easy to attach lenses to the mountings. Regular straps will be used if ordered with saddle bridges and adjustable arms. Every Nose Can be Fitted Perfectly. **Triumph Mounts** are made with

Four Styles of Guards,
Two styles of straps, Surefit and regular,
Two styles of Bridges, "C" and "SS",
Two styles of springs, visible and hidden,

giving a larger assortment and greater range for fitting than any other eyeglass mount made.

Send for Samples and Quotations

Michigan Optical Co., Limited, 20 Adelaide St. W.
TORONTO

We excel in Prescription Work---Best appointed plant in Canada

The Canadian Druggist.

Vol. xxii. TORONTO, CANADA, OCTOBER, 1910 No. 10

—Twenty-second year of Publication—

THE

Canadian Druggist

MONTHLY

WILLIAM J DYAS, PUBLISHER

Subscription, one dollar per annum in advance

Advertising rates on application

The CANADIAN DRUGGIST is issued on the first of each month, and all matter for insertion should reach us by the 15th of the previous month.

THE CANADIAN DRUGGIST,

15 Toronto Street, Toronto, Canada

Telephone, Main 3203. **Cable Address: SAYD, Toronto**

ENGLAND—
C. Rivington Shill, 56 Ludgate Hill, London, E. C., Telephone 3107, City
FRANCE—
John F. Jones Co., 31 bis Faubourg, Montmartre, Paris.
GERMANY—
Fredk. Lehfeldt, 2 Lindenstrasse, Berlin, S. W. 68.

Publisher's Notices

THIS MONTH

A full report of the Annual Meeting of the Canadian Pharmaceutical Association held at Halifax, N. S., appears in this issue, together with some of the papers read. Other papers received too late for publication will appear in next issue.

TO ADVERTISERS

Advertisers are again reminded of the fact that in order to get our issue out promptly, any copy should reach us not later than the 18th of the month, so as to insure insertion and get proper position in the issue of the month following.

TO OUR READERS

When ordering goods mentioned in any of the advertisements in this Journal, please mention that the "ad." was seen in "The Canadian Druggist."

CONVENTION MEETING.

A full report of the annual meeting of the Canadian Pharmaceutical Association, held at Halifax, N.S., appears elsewhere in this issue. There were those amongst the pharmacists of Canada who were dubious as to the outcome of the proposals to form such an Association as that which has just concluded its third annual meeting. However, we think the most pessimistic amongst the craft must now feel that the movement so auspiciously begun is one which must not only continue, but increase in power and influence in the cause of pharmacy in Canada.

The convention was a very successful one from every point of view, the proceedings were carried through in a business-like manner, and every subject introduced had its due measure of attention, credit for which must be given in a large measure to the President, both for the arrangement of the programme and for his excellent qualities as a presiding officer, at the same time remembering the excellent work done by the Secretary, Mr. J. A. Tremble, who devoted such a large portion of his time to the executive work of his office.

The papers read at the meeting were all of a high standard, and will prove valuable reading to pharmacists everywhere. Prof. Remington's presence at the convention added largely to its interest, as well as its success, and the Association owes a debt of gratitude to him for his attendance and the excellent addresses given.

The local committee, and Mr. G. A. Burbidge in particular, are to be congratulated on the successful carrying out of their portion of the programme, nothing being left undone to ensure the pleasure of the gathering, and those who have visited Halifax this summer will bring away with them the happiest recollections of a pleasant and a profitable time spent in the lovely city by the sea.

The running expenses of a home are not so great as the walking expenses of the street.

Trade your past for the future, and consider only the value of the present.

PRIVACY IS ESSENTIAL AT THE DISPENSING COUNTER

A case has recently come under our notice where a prescription was dispensed by a qualified druggist, and one who stood high in his college examinations, of an error having been made by the simple omission of a few words in the directions for a prescription dispensed by him, as the result of a customer entering into conversation on other matters while the prescription was being dispensed. Although this customer was primarily to blame in engaging the dispenser in conversation, while waiting for the medicine, yet this does not excuse the error. Fortunately, the mistake was in omitting a portion of the directions and no ill effects ensued, but had the medicine been composed of powerful drugs, the outcome might have been very serious.

It cannot be too strongly impressed on every dispenser that his mind should be concentrated on his work, and that he should allow nothing whatever to interfere, and that conversation should be rigidly excluded.

Too often the privacy of the dispensing department is invaded by the would-be customer, and at times it appears difficult to attend to the wants of various customers while help is limited in the store, but when the seriousness of the matter is considered and the duty to the public and the physician is borne in mind, there should be no question as to the course to pursue. In many cases it may be a question of life and death, and the dispenser's bounden duty is to take every possible precaution to prevent any mistakes, either by omission or commission.

The fact that druggists to-day are obliged to handle numerous side lines in order to make their business a paying one, makes it very difficult, in many instances, to give that care and attention to every customer that should be done, and a druggist is often at his wits-end to try to give the attention to the pharmaceutical portion of his business which he would wish to, and which every true pharmacist certainly desires to place foremost.

The signs, "No conversation with the dispenser is allowed," and "Positively no admittance behind the dispensing counter," should always be prominently placed, so that there will be no excuse whatever for an intruding customer, and proprietors, and clerks as well, should enforce this rule, both in justice to themselves and to the customers whom they serve.

The barber is a poor business man; his charges do not depend upon the length of the whiskers.

He laughs best who really has something to laugh about.

LINIMENT OF CHLOROFORM ADULTERATION

Bulletin No. 210 of the Inland Revenue Department gives a report of the examination of 72 samples of Liniment of Chloroform from different points throughout Canada in February, March, and April of the present year.

The report, as given, shows "adulteration" in a large proportion of the samples examined, and although the adulteration in a large number has been that of cotton seed oil in place of olive oil, it should be borne in mind that the British Pharmacopoeia is the regular standard of reference and its requirements must be followed to the letter.

The bulletin states: "As this is the first time that liniment of chloroform has been inspected under the Adulteration Act, and as the adulteration found was for the most part of a purely technical kind, and not detrimental to the efficiency of the article as a drug, I would respectfully recommend that no prosecution be instituted upon the present report."

Then follows the notice of warning, which we have mentioned above, and where the report also states that "tampering with drugs is a thing that cannot be tolerated." It is also conceded in the report that cotton seed oil is a satisfactory substitute in camphor liniment, yet technically a liniment of chloroform containing cotton seed oil is adulteration, since this oil is expressly stated in the British Pharmacopoeia to be used in the preparation of camphor liniment.

WONDER-SHINE A BIG SUCCESS

Thousands of visitors to the big Fair received their initiation into the secrets of the new method of cleaning silver. Wonder-Shine captured all. To see pieces of tarnished silver made as bright as coin fresh from the mint by a simple bath in Wonder-Shine spoke volumes for the success of this article.

One convincing offer prominently displayed at the Wonder-Shine booth was the $20 gold piece offered anybody who could produce a piece of silver injured in any way by Wonder-Shine.

Although the Exhibition lasted two weeks, the $20 gold piece is still in the possession of the Company—pretty good evidence of the worth of Wonder-shine.

Hundreds of packages were sold and thousands of advertising pamphlets distributed. The effect of this publicity, together with the generous newspaper campaign recently launched by the Household Convenience Co., Ltd., manufacturers of Wonder-Shine, should evolve a profitable side-line for the drug trade.

HOWARDS'
SODA
MINTS

Made of Howards' Sodii Bicarb.

The Public Come Back For Them

because they are by far the most palatable on the market.

Put up in very Elegant Counter Display boxes

Ask Your Jobber For Them

Canadian Made Licorice
Y. & S. BRAND
As Advertised In All The Prominent Cities Of Canada
Place Your Orders Now For Your Winter Requirements

FOR SALE BY ALL WHOLESALE DRUGGISTS

FOR SALE BY ALL WHOLESALE DRUGGISTS

Acme Licorice Pellets, M. & R. Wafers, Softmints, Lozenges, Powdered Extract and Root, &c., &c. Appropriate for Druggists' uses.

Also the Deliciously Flavored Y. & S. Licorice Chewing Gum.

NATIONAL LICORICE COMPANY
MONTREAL, CANADA

Conditions for Selling

Dr. PIERCE'S MEDICINES

BY THE

Retail Druggists in the Dominion

WERE NEVER BETTER.

Owing to the Protection Afforded by Our Serial Number Contract Plan

which has cost us a great deal of money, the Druggist can get Full Price for these old-time Favorite Remedies, and he can make a fair legitimate profit, because Dr. Pierce's are the

Only Popular Medicines

which are NOT universally sold at cut prices. We have done our best to ROTECT YOU. Why not PUSH for Dr. Pierce and the World's Dispensary?

Can we send you a Window Display or can you use our Memorandum Books to advantage?

DISCOUNTS.

Buying credit is just as important to the merchant as buying merchandise. A good merchant buys where he can secure the lowest price for the merchandise he sells, but when it comes to buying credit, too little consideration is given to it.

There are merchants who complain that an interest rate of 5 per cent. per annum is too high to pay a banker, yet, without a murmur, he will give his manufacturer or jobber, 12, 18 or 24 per cent. per annum by reason of a custom that he has adopted of not discounting his bills. This custom has obscured the mind and better judgment of the dealer, robbing him annually of a nice earning of which his business should have the benefit.

Interest and discount are one and the same, in a commercial sense. If A loans B $100 on one year's time, at 5 per cent. discount, he will have at the end of the year $105. If B uses $100 to buy goods under the usual terms of sale—ninety days, 5 per cent. discount for cash in thirty days—and keep the money employed the full twelve months he will have purchased six bills of $100 each and made $5 on each by taking the discount, or six times $5, total $30, leaving a net gain of $25, or 25 per cent. of the capital employed. Looks practical and profitable, doesn't it? Suppose you take half the money you have in your business and turn over your stock quickly, you are making money on your money and your merchandise. Those merchants that are doing a successful business figure it out in this manner. It is surprising to know the discounts you can get for the cash. When you go shopping for your stock of goods look around for the discounts.

PROF. J. P. REMINGTON

A Prominent Visitor at the Halifax Convention.

BOOKS.

THE NEW STANDARD FORMULARY, Comprised in Part I., are preparations official or included in the Pharmacopoeias, Dispensatories or Formularies of the World, together with a vast collection from other sources, the parts following embracing domestic and veterinary medicines, proprietary and synthetic remedies, perfumes and toilet articles, soda and other beverages, and domestic utilities. By A. Emil Hiss, Ph.G., and Albert E. Ebert, Ph.M., Ph.D., Chicago; G. P. Englehard & Company. 1250 pages. Price, $5.00.

This new edition of the Standard Formulary is most complete, and fully embraces the formulary for preparations as enumerated above. It is a valuable work for the manufacturing and dispensing pharmacist, and gives in concise and lucid manner full directions for the preparations of the formulas named.

Any pharmacist who sees a copy of the work will, we feel sure, desire to procure one for his every-day reference.

PHARMACY IN

After the Vacation—Death of Mr. L
Veronal Poisoning—(

(From our Lond

The holiday season must be held responsible for the quiet times in pharmacy during the last few weeks. August and September are the popular months of the year for recreation and change. According to the railway returns, the crowds at the holiday resorts have exceeded all records. It is gratifying to know that pharmacists and their families have been able to enjoy a holiday despite the chronic complaint of bad trade. By the time of publication of your October issue, the holidays will be all over for another year, and we shall be settling down for the autumn an winter. Pharmaceutical gatherings give promis of being unusually interesting and animated Subjects for discussion are many and varied They include the questions of the division of th Minor Examination; the forthcoming new ed tion of the British Pharmacopoeia, and the rev sion of the British Pharmaceutical Codex. The questions are at the present moment receivin the serious attention of the various authoritie but the help and criticism of local pharmacis will be welcomed.

* * *

Your readers will share the general regret which has been expressed at the death of a pharmaceutical worthy who was well known on both sides of the Atlantic. I refer to Mr. Lionel Newbery, joint managing director of F. Newbery & Sons, Ltd., wholesale chemists and druggists' sundriesmen, of Charterhouse Square, E.C. Mr. Newbery, who was aged 83, had been associated with the business (which was founded in 1746), all his life, and he became intimately acquainted with the leading manufacturers and proprietary medicine owners of Great Britain and America. The firm handled thousands of packed lines, and the business grew to such an extent that a few years ago it was turned into a limited company. Mr. Newbery always spoke with pleasure of his American and Canadian friendships.

* * *

In pharmaco-legal spheres much interest has been taken in proceedings at Fareham Police Court against a chemist named William Smith, for an alleged supply of noxious drugs for an unlawful purpose. Evidence showed that the case was taken as the result of a police trap. The wife of a police inspector declared that she was sent into defendant's shop to ask for medicine and

Chemists, Ltd., for a penalty of £5 for carrying on the business of a chemist and druggist without the shop being under the charge of a registered manager, and without the name and certificate of such manager being exhibited as required by the Pharmacy Act. The suggestion was made that the company was formed for the purpose of trying to evade the Act. Owing to a technical point, the Judge directed the case to stand over until after the long vacation.

* * *

Attention has lately been directed to the marked increase in the number of deaths by taking veronal, several coroners having deprecated the loose manner in which the drug is sold. Two typical cases may be cited. At Eastbourne, on Sept. 5, an inquest was held on the body of a woman who had been addicted to the drug habit. Boxes of veronal and morphine had frequently been taken away from her. But when given a prescription by the doctor for six caskets of veronal, the woman had altered the figures to 24. She took an overdose and died as the result. At a London inquiry into the death of a man who had been in the habit of taking veronal to induce sleep, it was stated that death was

The Prescription Department

The goal of perfection is only attained by concentration of effort.

The high standard of merit in "Frosst's" pharmaceuticals is the result of years of concentrated effort.

Leading physicians specify "Frosst" because the name has gained confidence among the profession.

The druggist who desires to follow the physician's directions to the letter, should have his prescription department fully stocked.

Doubt on the part of the physician that his instructions have been carried out, means trouble for somebody.

When ordering through the wholesaler, specify *"FROSST"* and be safe.

Charles E. Frosst & Co. **Montreal**

C. F. BOEHRINGER & SOEHNE

MANNHEIM, WALDHOF

MANUFACTURERS OF

"B & S" BRAND **COCAINE** "B & S" BRAND

Sulphate of Quinine and all other Cinchona Preparations; Ferratine, Lactophenine, Theophylline, Atropine; also of Acetanilid, Caffeine, Chloral-Hydrate, Codeine and its Salts, Cumarin, Gallic Acid, Glycerine, Phenacetin, Pyrogallic Acid, Resorcin, Strychnine, Terpin, Hydrate, Etc.

OUR REPRESENTATIVES FOR THE DOMINION OF CANADA

MESSRS. B. & S. H. THOMPSON & CO., LIMITED, MONTREAL

Emulsion of Cod Liver Oil

It is a well known fact that this preparation can be made and sold at almost any price and the low priced goods are worth only what is paid for them. And it is also a well known fact that the Toronto Pharmacal Co., Limited, **WILL NOT** manufacture low grade goods. These two facts explain the reason for the enormous quantities of this article we manufacture each year. We have some thirty or forty different styles of wrappers, all very tasty in design. See samples.

THE TORONTO PHARMACAL COMPANY, LIMITED

TORONTO - - MONTREAL - - WINNIPEG.

THREE THINGS ARE REQUIRED OF

Counter Check Books

THEY MUST BE

CONVENIENT—By convenient we mean they must be of such style as to be handled easily.

SPEEDY—They must permit of fast work on the part of the clerk.

SAFE—They must produce good copies.

The most convenient, the speediest and the safest Counter Check Book is made of

Surety Non Smut Paper

We make Surety Books in duplicate and triplicate. In the duplicate book, the original is the white paper, coated on the back with a non smutting carbon, the duplicate is of yellow. In the triplicate both the original and duplicate are white, coated on the back, the triplicate being yellow.

Every Copy is One Hundred Per Cent. Perfect

There are no loose carbons to become wrinkled or torn or to give poor copies. We make many other varieties of counter check books and will be glad to quote prices upon application.

DOMINION REGISTER CO. Limited

MANUFACTURERS OF

The McCaskey Account Register System
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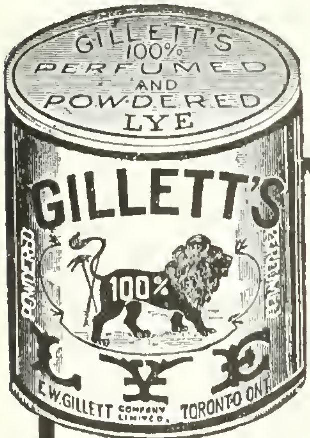

MILLIONS OF PEOPLE USE GILLETT'S LYE.

The fact that Gillett's lye is so favorably known and well advertised makes it one of the very best cleansers for Druggists to sell.

Gillett's Lye Eats Dirt!

If your wholesale house will not supply you at list prices, send order to us and we will ship goods direct.

Gillett's Chemical Works Established 1852.

E.W.GILLETT COMPANY LIMITED
WINNIPEG TORONTO, ONT. MONTREAL

Cash with Order

LOOK HERE, Mr. DRUGGIST! YOUR OPPORTUNITY

We have in stock some forty dozen CLINICAL THERMOMETERS, the "Qualitair" Line. No better made. GUARANTEED against everything except breakage. Specially well made, tested and seasoned.

The stock is assorted, ½, 1 and 2 minute. While they last we will give them away at the following prices:

2 min.	regular	$ 5.00,	to clear	**$ 3.10**
1 "	"	7.50,	"	**3.85**
½ "	"	10.00.	"	**6.50**

THIS IS THE BEST OPPORTUNITY to purchase Clinicals you ever had. It will pay you to send your order at once.

HIGH GRADE CLINICALS AT LOW GRADE PRICES.

Cash must accompany orders. No discount.

Any rubber goods required we will be pleased to send, charges paid.

Address all Orders and Communications to the

HIGGINBOTHAM RUBBER GOODS CO.

MILTON, ONTARIO.

due to the man taking 100 grains of veronal. He was supposed to have taken the tablets to secure a "sound sleep." Many chemists refuse to sell veronal unless ordered by the physician

* * *

The 10th International Congress of Pharmacy, which was held at Brussels from Sept. 1 to Sept. 6, appears to have been very successful. Delegates were present from 16 different Governments and from most of the prominent pharmaceutical associations of Europe. The British Society was represented by Mr. Edmund White, member of the Council, and Mr. E. S. Peck, Secretary of the British Pharmaceutical Conference. Among the discussions was one on the general principles on which should be based the official examination of medicinal preparations. It was unanimously resolved to request the Belgian Government to initiate an international conference for the purpose of unifying the method of the analysis of patent drugs. It was also resolved to request the editors of the various committees of different pharmacopoeias and formularies to adopt in the next edition of these volumes analytical reagents of a uniform character. In the commercial sections there was a discussion on the protection of prices of proprietary remedies, and a resolution was passed in favor of fixing the minimum prices at which these medicines should be sold, the price, as far as possible, to be that stated on the package.

AGAIN THE SERUM SEASON.

If any doubt arises in the mind of the provident pharmacist that now is the time to order his early fall supplies of antidiphtheric serum, that doubt will be quickly dispelled upon examination of the advertising section of any one of a hundred and odd medical journals of the current month's issue. In other words, Messrs. Parke, Davis & Co. have inaugurated their 1910 campaign in behalf of their antidiphtheric serum and globulins—the last named product, it may be mentioned for the information of those not yet familiar with it, being a concentrated form of the regular serum, put up in the same style of container (piston-syringe) and sold at the same price. As there is certain to be a call for these serums within a very short time, pharmacists are advised to place an early order for them—in quantities sufficient at least to meet the first demand. In this connection it is cheering to note that the company is pursuing its usual policy of protecting the pharmacist against loss by accepting unsold serum in exchange for fresh product. This does not mean, of course, that the druggist would be justified in ordering extravagantly. The policy is purely protective and should be respected as such. Don't order recklessly, then — but order.

SUGGESTED NEW FORMULAE FOR ELIXIRS

The following formulae are either additional to those originally included in the British Pharmaceutical Codex, 1907, or suggested modification of formulae published in the earliest issued copies of that work, the modifications in some instances being in the directions only. These are reproduced from the Pharmaceutical Journal (Eng.)

ELIXIR FORMATUM COMPOSITUM, B. P. C.—COMPOUND ELIXIR OF FORMATES

Synonyms.—Elixir Formatum cum Strychnina; Elixir of Formates with Strychnine.

Sodium Formate	5.00	1 ounce
Potassium Formate . .	5.00	1 ounce
Solution of Strychnine Hydrochloride	2.00	192 minims
Simple Elixir ... ...to	100.00	to 20 fl. ounces

Dissolve the formates in 80 (or 16 fluid ounces) of the simple elixir, add the solution of strychnine hydrochloride, make up to the required volume with simple elixir, and filter if necessary.

Dose—4 to 8 mils (or 1 to 2 fluid drachms).

ELIXIR LACTICUM, B.P.C.—LACTIC ELIXIR

Synonyms.—Elixir Acidi Lactici; Elixir of Lactic Acid.

Lactic Acid	2.50	½ fl. ounce
Elixir of Lemon	50.00	10 fl. ounces
Distilled Water ... ...to	100.00	to 20 fl. ounces

Mix, and filter if necessary. The product contains nearly 2 per cent. of real lactic acid, and may be taken, diluted with an equal volume of water, instead of soured milk.

Dose—4 to 8 mils (1 to 2 fluid drachms.)

ELIXIR LECITHINI, B.P.C.—ELIXIR OF LECITHIN.

Lecithin	1.825	8 grains
Yolk of Egg	12.50	1 fl. drachm
Elixir of Lemon	50.00	4 fl. drachms
Distilled Water ... .to	100.00	to 1 fl. ounce

Place the lecithin in a mortar, add the yolk of egg gradually, with constant stirring; then add the other ingredients.

Dose.—4 to 8 mils (1 to 2 fluid drachms).

ELIXIR LIMONIS, B.P.C.—ELIXIR OF LEMON.

Tincture of Lemon	7.50	1½ fl. ounces
Syrup	40.00	8 fl. ounces
Distilled Water ... ...to	100.00	to 20 fl. ounces

Mix. This elixir may be used as a flavouring agent, instead of Elixir Simplex.

ELIXIR PEPSINI COMPOSITUM, B.P.C.—COMPOUND ELIXIR OF PEPSIN.

Synonyms.—Elixir Digestivum Compositum; Compound Digestive Elixir.

Pepsin	1.00	87½ minims
Pancreatin	0.10	8¾ grains
Diastase	0.10	8¾ grains
Hydrchloric Acid	0.31	30 minims
Lactic Acid	0.155	15 minims
Glycerin	25.00	5 fl. ounces
Distilled Water	12.50	2½ fl. ounces
Tincture of Cudbear ...	12.50	2½ fl. ounces
Aromatic Elixir ... .to	100.00	to 20 fl. ounces

Mix the hydrochloric acid, lactic acid, glycerin, and distilled water, add the pepsin, pancreatin, and diastase, and macerate with occasional agitation for forty-eight hours; then add the tincture of cudbear and aromatic elixir, and filter through purified talc or kaolin.

Dose.—4 to 15 mils (or 1 to 4 fluid drachms).

ELIXIR PEPTICUS, B P C.—PEPTIC ELIXIR.

Synomyms—Elixir Digestivus; Digestive Elixir.

Stronger Glycerin of Pepsin	12.50	2½ fl. ounces
Diluted Hydrochloric Acid	2.50	½ fl. ounce
Aromatic Elixir ... ..to	100.00	to 20 fl. ounces

Mix the glycerin of pepsin with the acid and add the aromatic elixir.

Dose.—8 to 15 mils (or 2 to 4 fluid drachms).

ELIXIR PEPTOLACTICUS, B PC.— PEPTOLACTIC ELIXIR.

Stronger Glycerin of Pepsin	12.50	2½ fl. ounces
Diluted Hydrochloric Acid	1.00	96 minims
Diluted Lactic Acid	1.50	144 minims
Solution of Cochineal	0.50	48 minims
Simple Elixir ......to	100.00	to 20 fl. ounces

Mix.

Dose.—8 to 15 mils (or 2 to 4 fluid drachms).

ELIXIR PINI COMPOSITUM, B. P. C.—COMPOUND ELIXIR OF PINE.

Oil of Pine	1.67	160 minims
Terpin Hydrate	1.83	160 grains
Acetomorphine Hydrochloride	0.091	8 grains
Glycerin of Saffron	1.25	120 minims
Alcohol	30.00	6 fl. ounces
Glycerin ......to	100.00	to 20 fl. ounces

Dissolve the oil of pine, terhin hydrate, and acetomorphine hydrochloride in the alcohol, add the glycerin of saffron, make up to the required volume with glycerin, and filter if necessary. Each fluid drachm of this preparation contains 1 minim of oil of pine, 1 grain of terpin hydrate, and 1-20 grain of acetomorphine hydrochloride.

Dose.—2 to 4 mils (or ½ to 1 fluid drachm)

ELIXIR PINI ET TERPINI COMPOSITUM B P C — COMPOUND ELIXIR OF PINE AND TERPIN

Oil of Pine	0.42	40 minims
Terpin Hydrate	0.23	20 grains
Glycerin of Ipecacuanha	0.83	80 minims
Elixir of Orange	2.50	½ fl. ounce
Alcohol	20.00	4 fl. ounces
Glycerin ......to	100.00	to 20 fl. ounces

Dissolve the oil of pine and terpin hydrate in the alcohol, add the other ingredients, and filter through purified talc or kaolin. This preparation is more suitable for children than is Elixir Pini Compositum.

Dose.—2 to 4 mils (½ to 1 fluid drachm).

ELIXIR QUININAE AMMONIATUM COMPOSITUM, B.P.C.—COMPOUND AMMONIATED ELIXIR OF QUININE.

Quinine Sulphate	2.00	175 grains
Ammonium Carbonate	1.16	390 grains
Strong Solution of Ammonia	1.00	96 minims
Solution of Cochineal	2.00	192 minims
Spirit of Chloroform	3.00	288 minims
Oil of Cinnamon	0.21	20 minims
Alcohol	37.50	7½ fl. ounces
Syrup of Orange	40.00	8 fl. ounces
Distilled Water ... ...to	100.00	to 20 fl. ounces

Dissolve the oil of cinnamon in the alcohol and spirit of chloroform, diffuse the quinine sulphate in the mixture, and add the ammonium carbonate previously dissolved in 15 (or 3 fluid ounces) of distilled water, mixed with the strong solution of ammonia, the solution of cochineal and the syrup of orange; make up to the required volume with distilled water if necessary, and filter.

Dose.—2 to 4 mils (or ½ to 1 fluid drachm).

ELIXIR SENNAE, B.P.C.—ELIXIR OF SENNA.

Synonyms.—Liquor Sennae Dulcis; Sweet Essence of Senna.

Alexandrian Senna	66.66	13½ ounces
Refined Sugar, in coarse powder	50.00	10 ounces
Chloroform	0.21	20 minims
Oil of Coriander	0.021	2 minims7
Tincture of Capsicum	0.21	20 minims
Alcohol, a sufficient quantity.		
Distilled Water, a sufficient quantity.		
Alcohol (60 per cent.) ...to	100.00	to 20 fl. ounces

Proceed as directed in the Codex (page 336).

Dose.—4 to 12 mils (or 1 to 3 fluid drachms).

ELIXIR SENNAE LEGUMINORUM, B.C.P. — ELIXIR OF SENNA PODS.

Synonyms.—Liquor Sennae Leguminorum Dulcis; Sweet Essence of Senna Pods.

Senna Pods	66.66	13½ ounces
Refined Sugar, in coarse powder	50.00	10 ounces
Chloroform	0.21	20 minims
Oil of Coriander	0.021	2 minims
Tincture of Capsicum	0.21	20 minims
Alcohol, a sufficient quantity.		
Distilled Water, a sufficient quantity.		
Alcohol (60 per cent to	100.00	to 20 fl. ounces)

Proceed as in the case of Elixir Sennae, B.P.C. The product is said to be more active and to gripe less than the corresponding preparation of the leaves.

Dose.—4 to 12 mils (or 1 to 3 fluid drachms).

ELIXIR SODII FOMATIS, B. P. C.—EXILIR OF SODIUM FORMATE.

Sodium Formate	4.00	350 grains
Tincture of Vanilla	3.50	336 minims
Syrup ......to	100.00	to 20 fl. ounces

Dissolve the sodium formate in 80 (or 16 fl. ounces) of the syrup, add the tincture of vanilla, and make up to the required volume with syrup.

Dose.—4 to 8 mils (or 1 to 2 fluid drachms).

Special Export House for **OLIVE OILS** of the Provence and of Italy

Registered Trade Mark LA MARIE LAURE

Ancient firm, CH. SABATIER & CIE, Established 1876.
Successor, CH. **BENABEN** at Salon, France.

The firm guarantees their oils absolutely pure and furnishes a certificate of the Laboratory for each shipment

Sole Agent for Canada ***THOMAS REID*** 9 St. Nicholas St., MONTREAL.

DEALERS FIND BOKER'S RAZORS FIRST CLASS SELLERS

H. Boker & Co's. "RADIUM"

Boker's Razors are recognized by Gentlemen as being the best razor for every day use, and to give the user the most satisfactory shave possible, which no other razor will do. These razors are tempered by a secret process, known only by the factory of H. Boker & Co. That's why they hold and keep their edge. When you buy a razor, buy the best — which is Boker's — and we guarantee that you will be more than satisfied with your purchase. Write for our free booklet, "Some Pointers for Gentlemen who Shave Themselves." McGill Cutlery Co. Reg., P.O. Box 366, Montreal.

THE THERMOS BOTTLE

Keeps Hot
Keeps Cold

Now Made in Canada

New Catalogue
Send for one to-day

Shows better profits for retailers. Every Bottle guaranteed to do what we claim.

Canadian Thermos Bottle Co., . Toronto

ELECTRIC BEANS
CREATE RICH, RED BLOOD.
ARE A TONIC BLOOD MAKING BEAN.

"ELECTRIC BEANS"

ARE A BRACING BLOOD AND NERVE TONIC.

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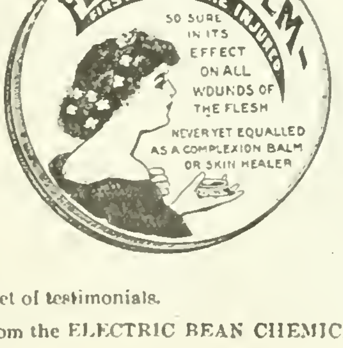
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CONVENTION NOTES.

One of the most enjoyable things in the social part of the programme was the harbor excursion given by the National Drug and Chemical Co. on the steamship Scotia. It took the party up the Basin, then down the eastern side of the harbor, and from there out in the Bay, up the North-Western Arm, and anchored off the club grounds of the Waegwoltic, where she remained for over an hour. Tea was served on board. The banquet was thoroughly enjoyable. The menu cards were a novelty, as shown here:

Ostrea, in semi-testas
Decoctum Hordei Co. Ph, Edin in polcules
Hippoglossus Vulgaris Subassus
Cucumis Clacialis ala Castri
Molluscae Chesterii Cum Mistura Tartaris
Bovum Torrefactum Cum Pane Britannica
Brassica Cauliflora
Solanum Tuberosom Pulveratum
Mistura Romana
Pullus Gallinaceus Segmenes Saratogae
Acetaria Waldorflensis
Globus Britannicus, ex farina factus
Cum Mistura vini Gallici
Gelatinum Cerasi
Lactis Flos Glacialis Zingibere
Aurantii, Mala, Musae, Uvae,
Mala Persica, Pira, Pruni
Infusum Coffeae Arabicae.

There were many excellent speeches, those of the visitors being more particularly devoted to praise of Halifax, its attractions, and the unexcelled manner in which they had been entertained by the Nova Scotians. President R. C. Fuller, Amherst, ably presided.

The impressionable Ronald Burns, of Vancouver, said he had the time of his life, and no doubt he will have a worse time when he gets home, for he told the Halifax people that in British Columbia they did not have such lovely ladies as they had in Halifax, and announced that he would be glad to come back to Halifax at any time.

The songs rendered by Mr. Charles Nelson were immensely appreciated, and were the accompaniments of Dr. W. H. Beckworth.

The nomination of Prof. Remington as an honorary member of the Canadian Pharmaceutical Society was a happy thought of the President, and the honor conferred is not on the Professor alone, but on the Canadian Pharmaceutical Association in having the Professor's name associated with them.

Prof. Remington's address at the Technical College, which was open to the citizens generally, in which he dealt with the cocaine habit, was a masterly one, and distinctly marked the attitude of pharmacists on this question.

The club house and grounds of the Waegwoltic Club were thoroughly enjoyed by all present, and the efforts to make the visit as pleasant as possible by the Vice-President, Mr. G. A. Burbidge, added greatly to the pleasure of the visit.

Mr. G. A. Burbidge, who was to have presented a paper at the convention, did not offer it at the present time, and consequently there was none submitted to the convention.

DEATH OF W. H. SIMSON.

Mr. William H. Simson, one of the best known citizens of Halifax, N.S., and formerly one of the firm of Simson Bros. & Co., wholesale druggists of that city, whose business was taken over by the National Drug & Chemical Co., died Sept. 12th from an attack of pneumonia while on a visit to his son at Providence, R.I.

Deceased came to Halifax over fifty years ago at about seventeen years of age, and entered the employ of Brown Bros. & Co., druggists. He subsequently resigned his position with this firm and associated himself in the wholesale drug business with his brother, Frank, under the firm name of Simson Bros., Ltd.

Mr. Simson was born in Grand Pre, Nova Scotia, and he spent his entire lifetime in his native province. At the time of the merger of the drug companies, he took charge of the business in the Eastern Townships in Nova Scotia, his head office being in Sydney. He was a classmate with Prof. Remington, and always took the keenest interest in pharmaceutical affairs.

Congenial, kind-hearted, upright, he was not only respected, but held in the very highest esteem by his many friends in Halifax and throughout the Province, and his death has been deeply lamented.

He is survived by his wife, three sons and three daughters: W. A., of the Militia Department, now in Great Britain; Clifford, in British Columbia, and Robbie, in Halifax. The daughters are Mrs. Guy Stayner, Mrs. F. W. Hart, and Miss Jessie Simson. He is also survived by two brothers, Frank C., of Halifax, and James L., Grand Pre, as well as by six sisters.

The funeral took place in Halifax Sept. 13th, and was conducted by Archdeacon Armitage. The pall-bearers were selected from Mr. Simson's personal friends, and were Prof. Remington, Henry Watters, L. H. Mylius, Jas. H. Angwin, Wm. MacNab, R. C. Fuller, W. L. Orman, and Hon. Geo. E. Hughes.

Out of respect to the memory of the deceased, the Canadian Pharmaceutical Association, which was in session at the time, adjourned in order to attend the funeral in a body.

Canadian Pharmaceutical Association--Annual Meeting.

The third annual convention of the Canadian Pharmaceutical Association opened its meeting at Halifax, Nova Scotia, on the evening of Monday, Sept. 12th, at 8 o'clock, in the Halifax Hotel.

MR. R. MARTIN, PRESIDENT C. P. A.

This is the third annual convention of this body, the first having been held in Toronto, Ont., the second in Banff, Alberta, and this year at Halifax, Nova Scotia; and it is not too much to say that this latter meeting proved not only one of the most pleasant, as well as profitable, of any of the meetings yet held, and the success and the continuance of the Association may now be looked upon as an assured thing.

No better place for a holiday outing could have been chosen than Halifax, with its picturesque scenery, its wonderful harbor, the best on the Atlantic coast, and its many natural beauties, which lend enchantment to the view, no matter where one goes in the vicinity.

The North West Arm, an arm of the sea is a charming spot, and Halifax citizens themselves appreciate the beauty, as well as the utility, of this body of water.

To say that Halifax, and in fact all the Maritime Provinces people, are hospitable, is putting it very mildly, and we doubt if there could be found better entertainers anywhere. This was rather aptly put by a prominent church dignitary from the United States, who was present at the Church Congress just before the meeting of the Pharmaceutical Association commenced, when he stated that as a boy the term, "Go to Halifax!" seemed to be a term of opprobrium but now he had learned the full meeting of the expression, which was, "go and have a good time."

The meetings of the Association were well attended, being larger than any of the previous meetings, and unlike many conventions of the kind, the delegates settled down definitely to business, and the results of their labors cannot but be beneficial to pharmacy in Canada.

When the meeting opened, the following delegates were present, and the number was added to on the second day of the gathering:—

Charles, Nelson, R. R. Burns, E. S. Knowlton, Vancouver; A. D. Ferguson, Wolseley, Sask.; C. Campbell, Winnipeg; Robt. Martin, Regina; Geo. Graydon, Edmonton; James Findlay, Calgary; John Hargraves, Toronto; E. W. Case, Picton, Ont.; Geo. E. Gibbard, Toronto; S. W. Hawker, E. Clinton Brown, St. John; W. R. Rodd, Sackville; R. E. Coupe, St. John; A. J. Crease, R. C. Fuller, W. L. Ormon, Amherst; H. H. Woodworth, Sackville; R. N. Johnson, Hon. G. E. Hughes, Charlottetown; A. W. P. Gourley, Summerside; J. J. Turnbull, Sydney; J. J. Kinlay, Lunenburg; G. T. McDonald, Shelburne; C. P. Hickey, Chatham; C. Henry, Antigonish; P. W. Holdsworth, Digby; A. W. Olive, Bridgewater; A. E. McLeod, G. A. Burbidge, W. E. Mitchell, E. T. Dunsworth, R. S. McDonald, J. D. Walsh, A. A. Thompson, V. J. Martin, E. T. Powers, C. A. Mumford, T. V. Woolrich, L. J. Mylius, Chas. A. Barnstead, Halifax; L. C. Gardiner, Yarmouth; also Messrs. Danner, Burns, Dixon, McKenzie, Lane, Bowie, Short, Silver, Kelly, representing wholesale druggists.

Mr. Henry Watters, President of the Association, occupied the chair at the informal opening, which was in the character of a reception to the visiting delegates.

Mayor Chisholm, of Halifax, extended a hearty welcome on behalf of the city to the delegates present, and expressed the hope that they would have a successful and profitable meeting, and that they would enjoy themselves to the utmost extent.

Mr. R. C. Fuller, President of the Nova Scotia Pharmaceutical Society, on behalf of that body, also welcomed the delegates to the city and the Province in a neat address, in which he laid particular stress upon the historical associations connected with the Province and its many resources. President Watters, in his usual happy vein, replied to this address of welcome. Prof. J. P. Remington, Ph.M., Phar. D., Dean of the Philadelphia College of Pharmacy, was present as the guest of the Association, and was called upon by the chairman to make a few remarks. In his address, he referred very feelingly to the death of Mr. W. H. Simpson, who was a class-mate of his, and a meeting with whom he had looked forward to with pleasurable anticipation.

TUESDAY, 13TH.

In the forenoon, the delegates and lady friends to the number of about 75 were entertained by the Nova Scotia Society to a drive through the city and its environs, and needless to say they were delighted with their morning's outing.

In the afternoon, the Association as a body attended the funeral of the late Mr. W. H. Simson, and the convention re-assembled in the Nova Scotia Technical College at 3.30 p.m.

After the reading of the minutes, President Watters delivered his address, as follows:—

MR. HENRY WATTERS, RETIRING PRESIDENT.

PRESIDENT'S ADDRESS.

To the Officers and Members of the Canadian Pharmaceutical Association:—

Gentlemen,—Meeting together in the important historic city of Halifax, it is fitting that we should acknowledge the debt of our Association to influence springing from this locality so fertile in mature judgment and large ideas, for was it not from the vision of our confrere in this city of Halifax, Mr. G. A. Burbidge, that the most potent impulse towards Dominion organization proceeded. To him and Mr. G. E. Gibbard, whose place I am to attempt to fill at this convention, must the credit be accorded for the circumstances that we find ourselves associated to-day in a common cause for the betterment of all conditions affecting the welfare of the pharmacist.

In presenting for your consideration some thoughts bearing on the object and functions of your Association, we have to recognize at the outset a very considerable legacy of obligations handed on from our labors of last year. That the undertakings planned at the Banff convention, and recorded in the resolutions of that meeting have not been given practical expression, is due to a variety of unforeseen circumstances which require brief mention.

The principal obstacle to the logical development of the fundamental principles enunciated by your organization was met when the question of financial obligation was raised at the regular December session of Council of the Ontario College of Pharmacy. It was held by some members of that body that it did not possess the legal authority to appropriate the funds of the College for the use of the Canadian Pharmaceutical Association in the manner established by the C. P. A. as an assessment of fifty cents per annum on the members of the College. The matter was referred to legal advisors for an opinion on the point raised. In consequence of advice obtained, it was deemed expedient to apply to the Legislature for authority to expend the College funds for the specific purpose of contributing to the funds of the C.P.A. Accordingly, a special session of Council was called to give effect to this intention and the necessary sanction was accorded by the Legislature. There was still further delay in reaching an assured position as to the future of our Association caused by introduction of resolutions at the special session of Council of the O.C.P., at the regular June session aiming at severance of affiliation with the C.P.A. Happily the situation was saved by adoption of a resolution to continue financial support to our federal body for another year. It is earnestly to be hoped that our organization will succeed in demonstrating the substantial benefit conferred on every member of our calling by your efforts during the brief period of its existence, and that the deliberations of the session on which you are just entering will be followed by still greater evidence of practical and ethical gain to Canadian pharmacy. From the circumstances just cited touching on the financial aspect of our organization you are prepared to understand why there was such unlooked-for delay in adjusting the mileage allotment for last year's convention. Also, and what is of much greater concern to those who cherish the hope to give permanent existence to our organization, this very question of finances, operated as a deterrent to enthusiastic prosecution of the active duties of your executive officers, who, following the trend of affairs, step by step, and noting the significance of movements affecting the destiny of the C.P.A., deemed it expedient to actively promote the intention of your Association until more settled conditions were established. These items of business which have been left in abeyance should now receive your earnest consideration and be given such treatment as your judgment approves.

CONDITION OF APPRENTICES.

First in importance is undoubtedly the problem of education for apprentices. It is to be deplored that no teaching institution in this country has yet reached the necessary sense of the need of assistance to our apprentices, and national conviction of the practicability of incorporating a feature of education in the programme of instruction to cover the period before entering on the regular college course of lectures. To say that it is impracticable is but to announce one's unfitness to discharge the duties

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G. A. BURBIDGE, CHAIRMAN LOCAL COM.

undertaken when one accepts the responsibility for the education and preparation of apprentices to fulfill the functions demanded of them as qualified pharmacists. Does any pharmacist, college professor or member of any regulating board of pharmacy not recognize the need for more thorough preparation of apprentices than is now supplied by regulation instruction of our colleges? Is it not a fact patent to every pharmacist who makes pharmacy the principal feature of his service to the public, that the graduates of our colleges, with startlingly rare exception, are wholly unfit for to be entrusted with the consistent scientific pharmacy? Now just this supplemental training that you are obliged to bestow on these defectively trained graduates should be provided by those assuming the direction of education during the apprenticeship period. Should the Colleges of Pharmacy refuse to recognize the feasibility of meeting this pressing need, the project should be thoroughly canvassed and such policy with regard to it as may be deemed most consonant with the best interests and standards of education should be adopted by your Association.

As to the status of compounders of medicine in all branches of the public service, naval, military, or other, it would appear that since the promulgation of the Government's Navy Bill is an accomplished fact, now would be a suitable time to memorialize the Government in regard to the importance of the duties of compounders, and urge and demand that only qualified pharmacists be appointed for this service with rank and pay in accordance with appointment and seniority. As Canadian citizens, alive to the needs of our military and marine defensive equipment, and recognizing the necessity for the most thorough provision for maintaining a high standard of physical and hygienic well-being of the men who make up the units of the forces on which we are expending our money, we should not treat with indifference the important function devolving on compounders of medicines, and urge suitable recognition of their services in rank and pay. We should therefore, in the most suitable manner, press upon the Government the expediency of giving practical effect to the reasonable attitude evoked by the patriotic considerations imposed on our country in its evolution to a national status.

PROBLEM OF PRICE REGULATION

At your last convention your executive was charged with the responsibility of carrying out the principle of price regulation on a basis of fair and just return for services in the distribution to consumers of articles of merchandise recognized as incidental to your function as purveyors of medicines to the public, and known as proprietary medicines. In our endeavor to carry out your instructions, it was found that we were not armed with efficient weapons to attack the forces arrayed against us, and it was consequently deemed prudent to postpone the campaign of exclusion until such time as you should have elaborated effective co-operation of the subsidiary units of your organization. As bearing on this aspect of your Association work, it is worth while considering the possibilities presented by the Retail Merchants' Association of Canada to carry on the purely trade regulation policy incident to this problem, since that Association is now endowed by federal authority with power to negotiate business contracts on a basis of equitable agreement with manufacturers and wholesale distributors of any article of merchandise. It would therefore appear desirable to consider the possible advantage of allotting this problem to that Association for solution.

CONTROL OF SUPPLIES OF NARCOTIC POISONS.

The control of supplies of narcotic poisons, notably cocaine, might profitably engage your attention, and your deliberations should quite properly lead to a request to the Federal Government to consider the advisability of enacting measures to more completely safeguard the public from the hateful consequences of unregulated use of these dangerous drugs. It is futile to attempt to restrict the supply of these drugs in the absence of general and effective measures throughout the domain. The welfare of our people demands that inviolable laws be enacted by the parliament of our country to make it impossible to procure these peculiarly degrading drugs for any but legitimate professional treatment. As to the proper medium of supply, it is clearly evident that the trained and legally qualified pharmacist is the one person indicated for this function and controlled by conditions established by Government regulation through co-operation with your Association. This logically suggests the need of a Dominion Pharmacy Act, and as this aspect of the question is to come before you in another relationship, nothing further in this regard is necessary for my present purpose. The necessity for closer restrictions on narcotic drugs of less marked character than those usually recognized as dangerous, might be dealt with at this session. It must have come within the observation of more than one pharmacist that much harm and misery is wrought by uncontrolled use of even so apparently innocent a preparation as paragoric. There is no logical reason why it should not be sold subject to the same conditions as other preparations of opium.

THE BUSINESS STATUS OF PHARMACY.

The practice of pharmacy of our day is marked by so many startling innovations that it is not surprising that members of our craft conspicuous in educational, practical and journalistic fields should be found giving expression to principles for the conduct of business pharmacy as varied as they are interesting. On the one hand, we have the advocates of consistent ethical pharmacy, from which all merchandise is excluded that cannot be embraced in the healing art proper. Then we find those who would urge unqualified recognition of the commercial spirit of to-day as the best guide in the intensely competitive conditions of business life. Both views are highly suggestive, and both in some measure faulty and harmful in their effect on impressible characters in search of standards of business conduct. It is quite true you are professional pharmacists, your natural, logical function exercising itself with the proper scientific preparation and compounding of such drugs and chemicals as the requirements of the physician demand in the treatment of disease. If that were the solitary function allotted to you in the economic order it would be but a very incomplete manifestation of the useful service you are fitted to render the world. Your practical training and scientific education in the principles of chemical behaviour fits you to deal with every instance of chemical transformation, and when it is remembered that scarcely a single phenomenon on the practical side of life but depends on the laws of chemistry, the field of active usefulness open to the pharmacist is unlimited. To mention only the hygienic and sanitary needs of human life, and the lower forms of animal life, which minister to men's wants, is to open up possibilities of useful profitable service of inexhaustible interest. In the care of the external organs of the body, the pharmacist is the only person properly prepared and equipped to minister to the health and well-being of humanity. The care of the mouth and teeth, with the need of prophylactic and antiseptic dentifices, and all kinds of intelligently selected and presented tooth brushes, formed on hygienic principles, affords abundant material to the pharmacist intent on serving the public, establishing a reputation for skilled service, and reaping suitable reward for business enterprise and initiative. To refer to the growing use for brushes of all kinds designed to promote the healthy action of the skin or hair, bath and nail brushes, and to the almost general demand for absorbent antiseptic powders for the skin, and the lotions, creams, pomades and soaps required for the hygienic or cosmetic needs of the skin and hair, is to indicate but one side of pharmacy. It may as well be recognized that the health treatment of the outside of the body is not less imperative and not less important than the treatment of the interior organs, and so properly finds a place in the duties assigned to the pharmacist. Another field of useful remunerative application of the pharmacist's scientific skill is found in the needs of the household in cleaning, disinfecting, polishing articles for human use. Polishes for furniture, glass, metal and silverware, prepared with knowledge of the chemical problems involved, and the properties required, are not less hygienic and sanitary than the chemical agencies employed to destroy putrefactive products, and should be recognized as such by the alert pharmacist, and made a prominent feature of his business policy. The destruction of all forms of insect pests invading our homes equally commands the skill of the chemist, and he should be prepared to manufacture and supply all rat, bug, and fly poisons needed. The chemicals required in fumigation and disinfection

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Benger's Food is for Infants and Invalids and for those whose digestive powers have become weakened by illness or advancing age.

If the digestive functions, however weak, can do any work at all they should be given work to do *to the extent of their powers.* Exercise strengthens, but over exercise defeats its purpose. It is here that Benger's Food is so admirable. In the easy process of its preparation the digestibility of Benger's can be regulated to a degree of extreme nicety.

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are his special care. The flavoring extracts, spices and chemical salts used in cooking being themselves derived from the materia medica, which forms your scientific armament, should be supplied by you as a guarantee of their purity and excellence. These are only some of the features associated with your calling brought forward to indicate the abundant scope possessed by the pharmacist to devote his best skill and service to the world without compromising his highest ideals of ethical pharmacy, and to demonstrate that there is no need to depart from the legitimate trend of pharmacy and transform yourself and your business establishment into a variety bazaar or cigar emporium or restaurant. When you have exhausted the possibilities of ethical pharmacy, and proved that its rewards are not commensurate with the effort put forth, it will be time enough to consider the need for converting yourself into a general merchant. There is no legal obstacle to your entering the competition for general business, if you choose to do so, but then you do but confess your inability to make a success of your legitimate pursuit in life, and you cannot logically take exception to the tactics of merchants who attempt to usurp the functions you are designed to fulfill.

Now a principal object of the Canadian Pharmaceutical Association is to elevate standards of ethics in the conduct of business pharmacy, so it properly becomes the duty of every member of the Association to promote the highest ideals, and exemplify how they may be realized. It may be well to emphasize that we do not admit any well founded need to go outside the legitimate domain of pharmacy to find sufficient rewards for our services, or to find an outlet for our energy and enterprise. It may be promulgated as an unassailable doctrine that the same order of enthusiastic energy, business system and determination to succeed through efficient, useful service, which secures success in all other undertakings, will bring success in the conduct of pharmacy. The few features already touched on as presenting opportunities for the practical exercise of the pharmacists' vocation, can all be turned to making of profit and reputation, but not by merely going through the mechanical process of putting these articles into packages, labelling and wrapping them. We will assume that their character has been so carefully planned and constructed that the pharmacist believes them the best that could possibly be devised for the purpose intended. This may not be the most important condition in making sales, but it is indispensible, and the pharmacist must have an unshakable conviction that he has put his best thought and skill into his work, otherwise he is not utilizing the uncommon convincing force his training prepares him to wield. To enjoy the gratifying fruits of his sowing, he must let the world know that he is competent to fill a large part of its wants, and this must be done through the various channels of publicity.

It is no part of my purpose to suggest comparisons of methods of advertising for the pharmacist. It is too large a subject for desultory treatment, and deserves more care and time than could be given it in a general address. The point that should be emphasized is the absolute need of suitable publicity for the pharmacist if he is to attain the conspicuous success reached by all successful providers of the needs of humanity. Given sufficient general education, sound practical ethical training, and suitable scientific equipment, and there is no side of business activity offering greater attractiveness nor more certain rewards than commercial pharmacy. It has to be admitted that we have allowed ourselves to be demoralized by being impressed unreasonably by the significance of the cut-rate tactics and questionable ethics of the lowest standards of the business world, instead of aiming at and cultivating a standard evolved from high ethical ideals, and founded on the rock-bed of efficient service. From all that has been laid before you bearing on the conduct of business pharmacy, it is not difficult to extract the fundamental doctrine of human service as the one guiding principle to be kept in view. The problem which confronts the pharmacist, and which is, or should be, quite as much the concern of the people depending on your skilled service is how best to eliminate conditions unfavorable to the highest expression of this function in the interest of the people. It is becoming recognized by some of the foremost peoples of the world that unregulated competition in the service demanded in the treatment of disease does not promote the best welfare of those concerned. In Italy, Germany and Japan the government has taken over control of pharmacy, and regulates the number of pharmacies necessary to a locality, provides that all assistants be qualified, and regulates prices. It is of interest to note that under regulated conditions and as a practical recognition of the doctrine of human service, that no co-operated societies or incorporated companies are allowed to practice pharmacy. While it would doubtless be unnecessary or inexpedient to apply complete governmental control to the practice of pharmacy in this country, it is not utopian to strive for more rational system of conducting the business side of pharmacy, and based on sound, fair and equitable economic principles. This could be manifestly reached by a federal enactment providing for examination, not only in pharmacy, but in sound, well-founded doctrines of economics, and empowering your association to establish a scale of prices covering all services and merchandise supplied and approved by the Department of Trade and Commerce. At first blush this will occur to you as a startling attitude to announce to a people accepting the brutal doctrine that economic evils left to themselves will remedy themselves. As opposed to this one is permitted to assert that once the unregulated competition for gain on a basis of price gives place to regulated system of uniform prices, the competition for skilled service which will necessarily follow will enhance the character of, and elevate human service to such a degree that the less competent and less fit must follow the law of all progress and adopt themselves to become more efficient types for the uses of humanity. Competition in trained, accomplished service is the only ethical competition that an advanced civilization will recognize, so that any effort you may put forth to eliminate unfair business methods and to equalize opportunities for each individual to demonstrate his ability to supply superior service is in the direct line of the most advanced ethical economic doctrine. These views are submitted to your judgment for consideration in the earnest hope that whatever of good or helpful they embody may be dedicated to the betterment of any conditions that interfere with the realization of that full, round, complete life that the pharmacist and his fellow-beings are destined to reach.

OFFICIAL RECOGNITION OF THE CANADIAN FORMULARY.

It may be a disappointment to those who attach much importance to the circumstance, to be informed that no definite understanding has yet been reached with the Minister of Inland Revenue. The correct statement is that the occasion to go into the question in all its bearings has not presented itself, owing to frequent absence of the Minister and his Deputy, who are at the present moment away from the seat of duty, and will not return until next month. The intention is to take the matter up on their return, with considerable expectation of reaching the object you have in view. Touching this subject, your Association would do well to draw attention to the neglect of those druggists who continue to make sales of portions of medicines coming within the provisions of the Act. It should be energetically impressed on them that no part of a package or container carrying articles requiring observance of the regulations governing proprietary medicines can be sold unless it bear the same specifications as the unbroken package. This applies to liquids as well as solids, and covers such preparations as Listerine and Kasagra.

It is fitting that suitable recognition should be accorded the gentlemen who have given their time and service to attract interest to this convention. My own personal thanks are heartily tendered to Messrs. Dyas, Gibbard, Campbell and Emery, publishers of the Canadian Druggist and Canadian Pharmaceutical Journal, the Canadian Western Pharmaceutical Journal, and the British Columbia Pharmaceutical Record for unstinted space and commendation devoted to this convention. Our thanks are also due to the several manufacturing and wholesale firms which in many effective ways lent their sympathies and encouragement to your Association and its work.

All of which is respectfully submitted.

On motion of Mr. E. S. Knowlton, Vancouver, the President's address was referred to a special committee to report at this meeting.

Mr. S. H. Hawker, St. John, gave notice of a motion to have the Canadian Pharmaceutical Association incorporated. Mr. R. R. Burns, Vancouver, gave notice of motion, as follows: "That he would, at the session on Wednesday morning, move a resolution amending the constitution so as to provide for the election of a Vice-President from each Province."

Mr. Rodd gave notice of the following motion: "That this convention affirm the resolution of last convention to the effect that compounders of medicines in the Canadian Militia, Naval, and North-West Mounted Police services should be registered druggists, and be entitled to the rank of commissioned officers, and that the Committee on Legislation be instructed to urge the same upon the proper authorities."

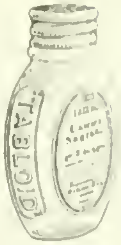
Several communications were then read by the Secretary, amongst them invitations to visit the various clubs of the city, and also one from the National Drug & Chemical Co., Halifax, inviting the delegates and their friends to a complimentary excursion on Wednesday afternoon. All of which were accepted with pleasure, and a vote of thanks was extended for the courtesies offered.

The President here invited Professor Remington to a seat on the platform, and extended to him all the privileges of the meeting.

The Committee on Resolutions was named by the President as follows: Messrs. Burns, Graydon, Ferguson, Hargreave, Hawker, Johnson, McLeod and Buckley.

On motion a committee of five was appointed, consisting of Messrs. Brown, Gibbard, Fuller, Martin and Hughes to revise and report on amendments to by-laws to report at this meeting.

Mr. Ormon referred in feeling terms to the death of the late Mr. Simson, and moved that a letter of condolence be prepared and forwarded to the relatives of the deceased. This carried, and on motion the meeting adjourned.



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56 lb. Cans, 28 lb. Cans and
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The Big Selling Cough Remedy

This is one of the heavy sellers in the U. S. Now manufactured in Canada.

This remedy was designed by a Pharmaceutical Chemist to take the place of a thousand and one home-made cough remedies, upon which the druggist makes little or no profit.

These people are being educated to buy Pinex (50c) getting a better remedy, and paying the druggist a good profit.

Pinex has brought to the druggist a big volume of new business from people who would not buy an ordinary cough remedy.

It is a clean, meritorious pine-tar preparation. A quick repeater.

You can stock it safely. **The sale is guaranteed. Unsold bottles returnable at any time.**

Order a few bottles from any jobber. $4.25 per dozen. Retails at 50c.

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"All Diff."

Chocolates

A Half Pound Box
with No Two
Chocolates Alike

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REDUCTION IN PRICE

Is now well known and is one of the most popular jars on the market. We formerly made it only in Flint, Amber and Emerald Green. We now furnish it in Opal as well, in the dispensing sizes, ½ oz to 4 oz. sizes.

EUREKA OINTMENT POT LIST

Size	Per Gross	Original Package
¼ Oz.	$ 5 35	5 Gross
½ "	6 25	5 "
1 "	7 50	3 "
2 "	9 90	3 "
3 "	12 75	2 "
4 "	15 00	2 "
6 "	20 00	1 "
8 "	27 00	1 "
16 "	39 50	1 "

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We have discontinued selling Nature's Remedy through Jobbers, and all orders will be filled direct, prepaid.

PERSONAL.—If you have never used Nature's Remedy, we would like to send you a box free for personal use. It is the most satisfactory laxative on the market and is used and recommended by thousands of the best druggists the world over. Let us show you. Write for free box and proposition. **DO IT NOW.**

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EVENING MEETING.

Convention assembled at 8 o'clock with a full attendance, President Watters in the chair

Mr. Watters stated that a pleasing feature of the meeting was the presence of Prof. Remington, of Philadelphia, who was received with enthusiasm, and introduced himself by expressing his pleasure at meeting with his Canadian confreres, and looking them in the face.

Prof. Remington, after addressing his thanks to the chairman for the invitation to visit the Association, dealt with some matters in the United States, which were at least of interest to pharmacists of that country. He took up the subject of the United States Government's investigation of whiskey under the Federal Pure Food Act. The definition of whiskey accepted there was a distilled spirit of grain, matured for four years in charred oaken casks. This decision was given by Attorney-General Bonaparte, of the United States, concurred in by the Solicitor-General, and accepted by President Roosevelt, who also insisted that all other liquors sold as well as whiskey should be branded as they were, either compounds or imitation whiskeys. Of these latter, 85,000,000 gallons were sold in the United States in the year, and as pure whiskey, only 15,000,000 gallons.

The designation "imitation whiskeys," approved by Roosevelt, was reversed by President Taft under pressure of the whiskey combine. In concluding an interesting address, Prof. Remington gave incidents in suits brought by Dr. Wiley, chief of the Bureau of Chemistry of the Agricultural Department at Washington, paying a high compliment to Dr. Wiley as a benefactor to the people of the United States.

Mr. Geo. A. Burbidge, Halifax, Chairman of the Committee on Commercial Interests, then presented his report dealing with commercial connection to pharmacy in Canada during the year, and alluded to the fluctuations in prices in the drug market, the marked increase in the manufacture of chemicals in Canada, and the decline in popularity of patent medicines. Mr. Burbidge presented a schedule showing the comparative increase in the cost of various lines of merchandise in twenty years, which showed in the necessaries of life the cost was on an average 30 per cent. more, while in drugs and medicines generally the advance had been only two per cent.

Mr. Burbidge's report recommended that the regulation requiring two years' storage of pure alcohol before it enters into consumption be abrogated, on the ground that pure alcohol is just as good the day it is made as it is in two years or any time thereafter, and that the storage only adds to the expense of alcohol entering into the arts and manufactures. This view was fully endorsed by Professor Remington, the highest authority on the subject.

An interesting discussion on alcohol took place in which Prof. Remington and others gave their views on the situation. The last named report was referred to the Committee on Resolutions, after which the meeting adjourned.

WEDNESDAY, 11TH.

The meeting convened at 11 a.m., President Watters in the chair.

The first item of business, the report of the Committee on Resolution, was presented by Chairman Burns. This expressed pleasure at the increased consumption of Canadian trade products. The present storage regulations applying to pure alcohol were condemned, and recommended that the Government be memorialized to remove same as an unnecessary enhancing of the price of an article essential to manufacturing. The policy of exclusion of cut-rate proprietaries, adopted by two cities, was commended and recommended for general adoption. Strong disapproval of the policy of support to pronounced cut rate stores said to be accorded by wholesale houses, was expressed, and action was recommended to be taken to ascertain the truth of the allegation.

On motion, the report was adopted.

Chairman Gibbard presented the report of the Committee on Education.

The report, after a brief reference to the changed conditions of present day life, and the need of changed methods for meeting these conditions, referred to the responsibility of the pharmacists for creating and maintaining a high standard of citizenship within their own ranks, which could be best accomplished through the avenue of education. Methods for the discharge of this responsibility were discussed.

The officers of the various provincial associations were congratulated on the standards maintained, and on the results attending this maintenance.

The recommendation was contained that the present teaching institutions of the Dominion be improved and increased, rather than multiplied in number. The need of a correspondence course in pharmacy was again emphasized. The failure of the Ontario College of Pharmacy to establish such was deplored, and a recommendation made that some other of the pharmacy schools be urged to undertake the project. A commercial training for students was recommended and its necessity urged in Colleges of Pharmacy. A postgraduate course in advanced research and chemistry was recommended, followed by a criticism of examination papers set in the various provinces.

On motion, the report was considered clause by clause, the chief interest centering on the subject of preliminary education, the concensus of opinion being that present standards should not be advanced.

The discussion revealed a general and strong feeling that there should be a uniform educational qualification for drug clerks throughout the Dominion, to which end there is a need for two colleges, one in the extreme east and one in the west, that territory being at present totally unprovided with educational institutions for the pharmacist.

There are four colleges of pharmacy in Canada, two in Montreal, one in Toronto, and one in Winnipeg.

In the alternative a correspondence course in connection with the colleges was suggested, and ultimately a resolution passed favoring this as more feasible at present than the establishment of two colleges at the extremes of the Dominion.

The report was adopted as read.

EVENING SESSION.

President Watters, on taking the chair, in a few apt remarks alluded to the purpose of the Canadian Pharmaceutical Association in fighting the traffic in cocaine, after which he introduced Prof. J. P. Remington to the audience, which included many medical men and the public.

The Professor opened his address by a brief history of cocaine, and designated the difference of coco-chocolate and cocoa, including the incidents of the discovery of cocaine, which was accidental. Its legitimate uses were alluded to in surgery, and then launched out in the subject of the evening, "The Traffic in and Uses of Cocaine by Habitues." The effects of narcotics was clearly illustrated, opium being first taken up, and opium smoking as practised in Chinese dens described with its effects.

Prof. Remington spoke of the use of cocaine as a national scourge, and of the perils of which he felt it to be his duty to make the public aware.

The address that he gave was largely made up of material gained in the prosecution of illicit dealers in cocaine carried on mainly from Philadelphia, and which had borne splendid results, landing some of the scoundrels engaged in the dreadful traffic in penitentiary, notably one Dr. Graff. So convinced is Professor Remington of the evil of cocaine that he would be willing, in order to rid the world of the terrible results of the wrongful use of the drug, to stamp it out of the world altogether, both for good as well as evil.

Another point made by Prof. Remington was the danger and the evil of soothing syrups and other "doped" preparations, such as Mrs. Winslow's soothing syrup. Many of these, if not all, had been swept from the shelves of the druggists of Philadelphia—all honor to them. It is noteworthy that through Prof. Remington's efforts, the manufacturers have agreed to discontinue the production of cocaine unless it can be used and distributed legitimately.

Professor Remington began by saying that in speaking on this subject he was doing so solely for the good of others. He had no personal interest in cocaine—its manufacture or sale. The speaker then gave a brief history of cocaine, distinguishing it from the cocoanut, and the cocao nut of chocolate. The articles from which cocaine is produced is the coca, which grows in the South American mountains. It is produced from a leaf. The natives called it the "sustainer of life." It is not that at all, but it is a stimulant of the nerves, whose effects are felt the next day in the reaction that comes. It is a scourge of the land.

Cocaine has many legitimate uses. In commerce it appears as bright crystals.

At first nothing was known about the evil effects of cocaine. Dentists used it, so did surgeons, chiefly in operations on the eye.

But what he was going to speak about tonight was not its legitimate uses. He proposed to talk of its evils.

Cocaine was doing an evil work in Philadelphia—in Halifax—in every city—the evil had grown to a terrible extent. You may not know it, but it is true. We did not know it two years ago.

Prof. Remington spoke of morphine, or opium as used in the opium joints of New York, San Francisco and other cities. He showed samples of this opium and illustrated the methods of its use, exhibiting the pipes and other paraphernalia. The soothing effects on the opium smoker, the forgetfulness of all sorrow, were described, the horrible reaction depicted, and the swift way in which it gained a hold on its votaries were shown.

The speaker took occasion to warn his hearers against the false idea that our daughters can do good in teaching the Chinaman. The risk for the girl is too great. Don't take it! An instance was given of a pure girl who was ruined and then suicided through work with these Chinamen.

Opium is bad, but cocaine is far worse. Morphine makes its victim forget. Cocaine exhilirates.

The temperament of the American or Canadian is active. He does not want something to cause him to forget, but to make him more active. Cocaine makes a man think he can conquer the world. Many men who feel the depression after morphine take cocaine to counteract it. That man, he who takes both, is twice cursed.

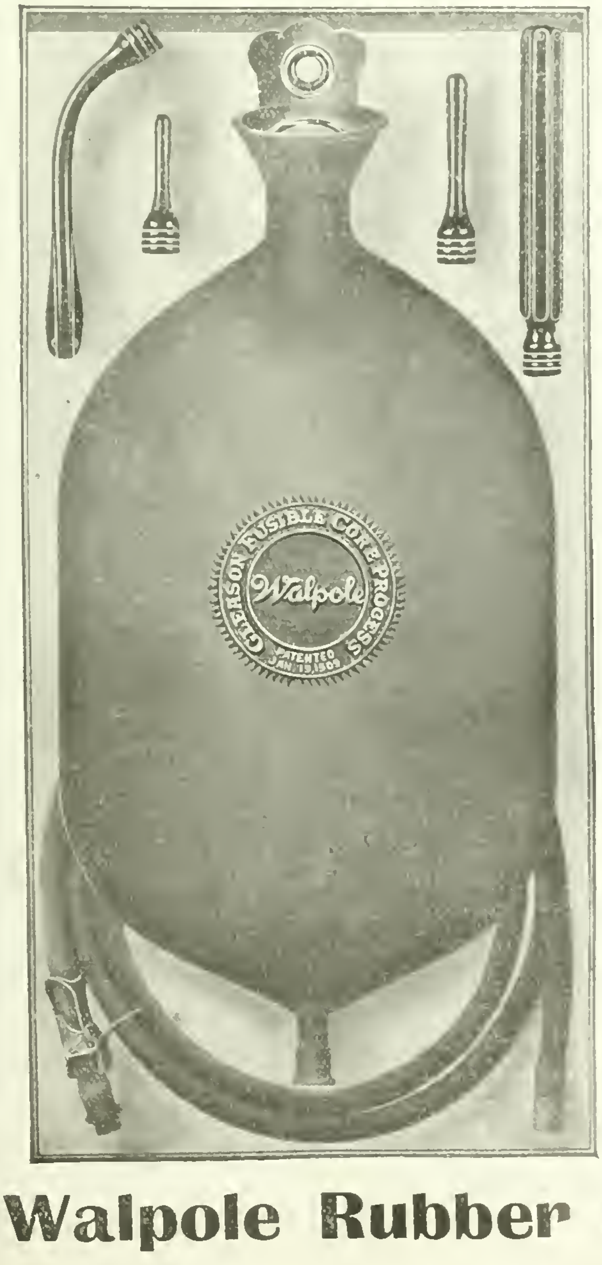
Professor Remington proceeded to say that the sale and use of cocaine is illegal, but it goes

Here's a Hot Water Bottle you can sell with a GUARANTEE instead of a caution

Doesn't it stand to reason that a bottle of one piece of moulded rubber—
—with no seams, no cement, no joints
—no wire used in connection to eventually destroy the rubbers
—is bound to be a winner over ordinary bottles?

WALPOLE Hot Water Bottle and Combination Fountain Syringe

Fusible Core Process (Patented)



No wonder the housewife insists on the WALPOLE. Nothing to give way under the action of hot water even boiling water and a two year guarantee just for extra measure. No "caution" against boiling water attached to the WALPOLE.

Then there is another reason why the WALPOLE is so popular. It serves a double purpose.

It may be used as a syringe by attaching the tube to the bottom without affecting its usefulness as a hot water bottle.

Absolutely the only bottle made without the use of cement or wire.

The strict price maintenance also means not only a liberal profit to you but protection as well—no one can undersell you.

Insist upon the WALPOLE bottle of your jobber. If he cannot supply you, write us.

Prices:

—Walpole Hot Water Bottle—

	PER DOZ.		EACH
1 quart,	$15.25	-	sells for $2.25
2 quarts,	18.00	-	" 2.50
3 quarts,	21.00	-	" 3.00
4 quarts,	24.00	-	" 3.50

—Combination Water Bottle and Fountain Syringe—

	PER DOZ.		EACH
2 quart size,	$26.00	-	sells for $3.50
3 "	29.00	-	" 4.00

Walpole Rubber Co., Limited, MONTREAL.

For rubbing, bathing, liniments and
external preparations,
Physicians are prescribing and
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THE STANDARD CHEMICAL CO.
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TORONTO AND MONTREAL

Canadian Made Licorice

Y. & S. BRAND

As Advertised In All The Prominent Cities Of Canada

Place Your Orders Now For Your Winter Requirements

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Acme Licorice Pellets, M. & R. Wafers, Softmints, Lozenges, Powdered Extract and Root, &c., &c. Appropriate for Druggists' uses.

Also the Deliciously Flavored Y. & S. Licorice Chewing Gum.

NATIONAL LICORICE COMPANY

MONTREAL, CANADA

right on under the noses of our mayors and magistrates. The distributors of cocaine are nearly always habitues of it, and they take a deadly interest in getting others to use the drug. He had known children of eight and ten years who had been given it and were becoming addicted to its use.

Prof. Remington told of catarrh cures, containing cocaine, through which the habit often is formed. Boys use the "catarrh cure" and then come to take the pure drug. In a most striking way the speaker told of the discovery of the use of the drug by children in the public schools, as made known through detectives who had been employed to run the vile practise down.

The worst people in this terrible business were negroes in the south. One miserable looking place the professor had seen in the south was making $2,500 a month by the sale of the drug. Many of these illicit dealers had been arrested and were paying the penalty for the sale of this cocaine which they called "sniff.'

Not only does this vice exist among the lowly, but also among the "better classes."

Prof. Remington told of the crusade against cocaine waged in Philadelphia. Over $20,000 had been voluntarily spent in this campaign. The authorities of Philadelphia had been active and faithful in this fight on behalf of humanity.

Prof. Remington told of an interview he had with President Taft, who was indeed a great man, though others might think themselves greater. Whether it is W. H. Taft or Theodore Roosevelt, we are safe, for "T.R." is on record to do all he can to exterminate the evil. Taft and Roosevelt are both against it.

The manufacturers were ready to do all they could to prevent the improper use of cocaine, but more than this, they are prepared to stop its production altogether to wipe it off the earth completely rather than see the manhood of America debauched by it.

Dr. Graff was one of the men in Philadelphia who had been caught. He had made $250 a day—a profit of 300 per cent. on all he sold retail, and the purveyor made 500 per cent. Dr. Graff had entertained the mayor of Philadelphia at a banquet, but to-day he was in jail. (Applause.)

Prof. Remington went on to say that the druggists of Philadelphia, as a body, were splendid men, and were with this movement to purge themselves of any unworthy members.

Cocaine victims will kill to get the drug!

It is almost impossible to cure the cocaine fiend. He cannot be cured unless there is within him an intense desire to be cured. The men who are dealing out this deadly drug are becoming rich—those not arrested—and they are teaching innocent boys and girls to take it—dooming them to absolute ruin to be suicides or murderers.

The reform in Philadelphia probably would never have been started the attempt to drive out the evil would not have been made had it not been for the druggists themselves.

Prof. Remington showed how the "opium cures" and "cocaine cures" of the United States are either useless or are agencies for sending out diluted opium or diluted cocaine. The government is breaking these up by co-operation between the Agriculture and Post Office Departments.

How many of our people have acquired the morphine habit through the use of such things as some advertised soothing syrups?" No one knows! Nor how many are ruined by other "doped" syrups!

The life of the cocaine fiend leads to crime and death. He wants or cares for nothing but the exhiliration. He will kill to obtain it.

Prof. Remington concluded with a touching story of a lady whom he had met who took 55 grains of morphine at a dose—an ordinary dose being one-eighth of a grain. She had begun by a dose of one-eighth taken on a doctor's prescription for rheumatism. Its awful effects were pictured. Cocaine is worse than morphine.

Never begin the use of cocaine. It's end is suicide, or death, or the hospital for the insane. (Loud applause).

President Henry Watters, amid loud applause, tendered the hearty thanks of the Canadian Pharmaceutical Association to Prof. Remington.

Chairman Hargreaves presented the report of the Committee on Canadian Formulary and first called attention to the samples of preparations made from Canadian Formulary formulas, and stored for about a year.

The report alluded to missionary work done in Winnipeg by the pharmacists of that city by an exhibit of the samples present at the meeting of the British Medical Association, held in that city and in some districts of Ontario. Some of the methods adopted to promote the use of C. F. preparations were outlined, with the results which followed, which in almost all cases were satisfactory.

References were made to the new edition of the Formulary, now ready for distribution, and the additions and changes given in detail. In future revisions it was recommended that the various Associations appoint a research committee to work in conjunction with each other, and the Formulary Committee of the C. Ph. A. results to be presented at the next annual meeting.

On motion the report was referred to the Committee on Resolutions.

Prof. Remington directed attention to one point, that of referring in the book to formulas as a substitution for any proprietary preparation, and gave the experience of some bodies in the United States who had so erred.

Mr. Brown presented the report of the Special Committee on Amendments to the By-Laws, and indicated the changes recommended, the first being that the officers may be elected from among the members of the Association instead of from among the delegates. Some change in the handling of finances was recommended. A new section was added making ten a quorum at all meetings. A revised order of business was presented, and a corporate seal outlined.

On motion, the report was adopted.

Mr. Brown presented the report of the Committee on Legislation, which first expressed regret that the recommendations made a year ago had not as yet been acted on, on matters of legislation.

(a) Providing for the placing of a qualified pharmacist in charge of every laboratory manufacturing remedies for internal use.

(b) The prohibition of misleading titles for proprietary medicines.

(c) The incorporation of the Canadian Pharmaceutical Association.

(d) Recognizing the Canadian Formulary as an official standard.

The vital importance of incorporation was emphasized and urged, as also all other legislation recommended the previous year.

Mr. G. E. Gibbard then presented a resolution, seconded by Mr. R. Martin, dealing with the subject of a uniform standard of preliminary education throughout the Dominion, which recommended that "Entrance to High School with Latin" be adopted, and the various Provincial Associations which have not yet fixed a standard make this effective. After considerable discussion, the motion was adopted.

Mr. Burbidge drew attention to a bulletin issued by the Government, dealing with Lin Chloroform, which, while acknowledging the value of cotton seed oil as a substitute for olive oil, yet had to declare 58 samples adulterated because they contained this oil. Mr. Burbidge contended that cotton seed oil should be made official for Canada. He introduced a resolution which was adopted, instructing the Secretary to communicate with the British Pharmaceutical Convention and request that such be done at the next revision of the pharmacopoeia.

On motion, convention adjourned.

FOURTH DAY.

Members assembled at 10 a.m., the President in the chair.

First item of business was a report of the Finance Committee presented by Mr. Gibbard, which recommended that the per capita be maintained at 50 cents; that the registrars of the provinces be requested to transmit a corrected list of members and remit the amount of the per capita without delay. A recommendation was contained that the funds, as available, be expended in promoting the work of the convention during the current years. The mileage rates were reduced to two cents per mile per delegate. Also that a small amount of ethical advertising be procured for publishing in the annual proceedings.

On motion, the report was taken up clause by clause, discussed, and finally adopted.

Mr. Martin then presented his paper on "A Commercial Treaty Between Wholesaler and Retailer."

Mr. Nelson commended the paper as most useful and also the spirit prevailing, and moved that a special committee be appointed to carry out the suggestions of Mr. Martin's paper.

Mr. Hawker suggested enlarging the scope of such a committee to take in negotiations with manufacturers and proprietors. Mr. Martin accepted the suggestion and the motion carried, the executive to appoint the committee.

Mr. Watters presented a paper on "The Year's Work in Practical Pharmacy." The paper we give in full elsewhere in this issue.

This paper was greatly appreciated by the convention as a valuable contribution to Canadian pharmaceutical literature, and was accorded a hearty vote of thanks. Mr. Watters, in accepting this thanks, suggested that each of us who have acquired valuable knowledge should impart it to his fellow pharmacist.

Mr. Hargreaves' paper on "The Physician Pharmacist" was, by resolution moved by himself, accepted as read, and referred to the Committee on Resolutions.

The President named the following nominating committee to report at this meeting: Messrs. Burns, Ferguson, Graydon, Campbell, Rodd, Fuller, Reddin, Hargreaves and Coupe.

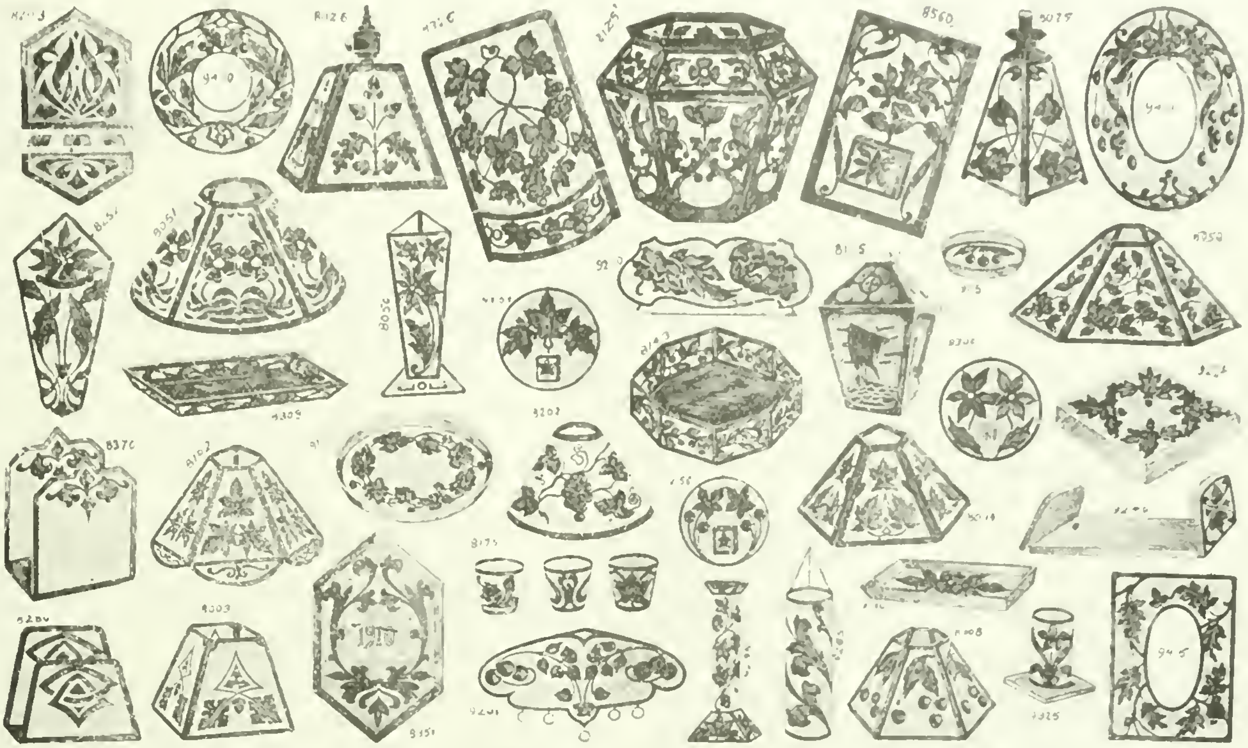
The following resolution was adopted, moved by Mr. Myllius, seconded by Mr. Burns.

That in future, conveners of committees shall write each member of the committee not later than June 1st each year, asking for suggestions and material for the annual report of said committee. He shall arrange such material and send a copy of such finished report to each member of his committee on or before August 1st, asking for a concurrence or amendments. He shall provide twenty typewritten copies of his report and furnish same to the first meeting of the annual convention.—Carried.

Meeting adjourned.

DO IT NOW

Order One of These Assortments of Pierced Brass
Demand Increasing Every Day



Fine Assortment $27.55—consisting of :

2 each of the articles illustrated above,

also 13 outfits complete, Materials, 2 Display Pieces, and 50 Illustrated Circulars,

All for $27.55—a fine showing.

Profits Large **Demand Increasing** **We Ship Promptly**

ORDER TO-DAY !

Young Bros.

485 King Street **Toronto, Ontario**

Send for
Particulars
of our
Calendar
Assortments.
Something
very new.

If you
have not
received our
New Catalogue
of Pierced Brass,
drop us
a Card.

Send for
Particulars of
Our Lines of
Leather, Silk and
Celluloid Novelties
in Boxes, Frames,
Etc., Etc.

Have you
Our Photographic
Catalogue,
also
Suppliment of
New Things
just Issued.

Any or All of These Catalogues Gladly Mailed on Request

See Our Range of

"ARLINGTON"

"Pyralin" Combs

Before Ordering Elsewhere

We have a nice assortment at A1 value and they are unsurpassed for durability.

We also manufacture INFANTS' TEETHING RINGS.

The Arlington Co., of Canada
LIMITED

East
Duncan Bell,
Montreal

West
John A. Chantler & Co.,
Toronto.

The Best Value
For Druggists Is

J. S. Hamilton & Co's. Brandy

DISTILLED AT COGNAC, PELEE ISLAND
UNDER EXCISE SUPERVISION

For sale in Cases 12 qts., 24 pts., 24 and 48 flasks

J. S. HAMILTON & Co., Brantford
WHOLESALE DISTRIBUTORS FOR CANADA

THE MERCANTILE AGENCY

R. G. DUN & CO.

ESTABLISHED 1841

210 Offices (14 in Canada)

Rates of subscription quoted on application

BUY YOUR

PERFUMES

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Toilet Preparations

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Sovereign Perfumes, Ltd.
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Quality the Highest

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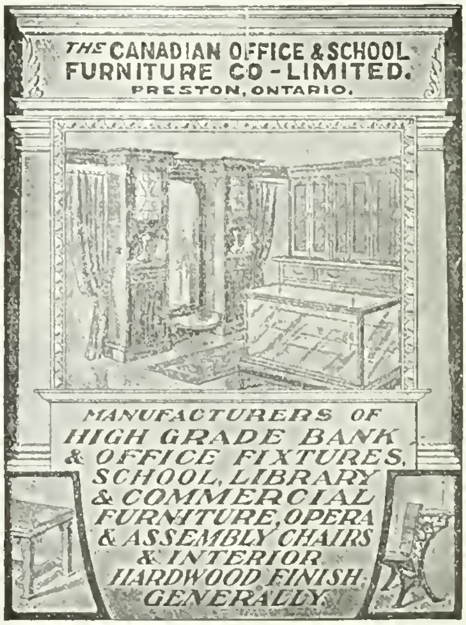


THE CANADIAN OFFICE & SCHOOL FURNITURE CO - LIMITED.
PRESTON, ONTARIO.

MANUFACTURERS OF HIGH GRADE BANK & OFFICE FIXTURES, SCHOOL, LIBRARY & COMMERCIAL FURNITURE, OPERA & ASSEMBLY CHAIRS & INTERIOR HARDWOOD FINISH GENERALLY.

AFTERNOON MEETING.

The meeting convened at 2.15 p.m. and the first item of business was the auditors' report, which gave in detail the financial statement of the year's operations and showed a balance of about $11.00. Report was referred to Finance Committee.

Mr. Rodd presented his resolution on the status of pharmacists in the Canadian Military and Naval Services, and presented his case in a paper read by himself. He instituted a comparison of the ranking status of the pharmacists with other learned professions who find place in the service. This showed that all those had been accorded commissioned rank, while the pharmacist ranks at the bottom of the non-com.-sergeants, following the sergeant trumpeter. Concluding, he presented a resolution reaffirming the position taken at Banff last year, that the compounder in the service should be a registered pharmacist and accorded commissioned rank. The motion was adopted.

Mr. Burns presented the report of the Nominating Committee as follows: For

President: Mr. R. Martin.

Vice-President: Mr. J. E. Tremble.

Secretary-Treasurer: Mr. G. E. Gibbard.

Special committee to confer with the wholesale on trade matters: Messrs. Nelson, Vancouver, B.C.; Nesbett, Winnipeg, Man.; Watters, Ottawa, Ont.; Fuller, Amherst, N.S.; Tremble, Montreal, Que.

On motion, convention adjourned for ten minutes, to allow the Executive Committee to consider this report.

When the members reassembled the Executive Committee reported that after careful consideration of the report of the Nominating Committee, that report was adopted unanimously, and the gentlemen named elected. The endorsation of the convention was requested and most heartily given.

Mr. Case then, in a vigorous speech, protested against the procedure in election of officers, holding that this should be a function of the Association in open meeting and not a duty of the Executive Council as provided for in the Constitution. He offered no objection to the gentlemen selected, but was opposed to the principle as not in accord with British institutions. The time, he declared, had arrived for the Association to occupy its proper sphere and assume its complete responsibility by electing by majority vote its executive officers.

Mr. Knowlton followed Mr. Case, joining in the protest. Mr. Gibbard drew attention to the fact that he had, as president, recommended this change in procedure.

Mr. Knowlton then presented a notice of motion to the effect that at the next meeting of the Canadian Pharmaceutical Association he would move to amend the constitution by striking out clause (c) of section 2 of Executive Council and substitute the word "association" for "council," and the word "elected" for "appointed," in by laws under officers, and in section 1 and 2 the word "association" for "council" in the first lines of these sections.

Mr. A. D. Ferguson, Wolseley, Sask., presented the following resolution:

"That this Convention resents the publication of certain advertisements appearing in the public press reflecting on the integrity of druggists."

The mover, on some explanations offered, decided to withdraw it, consent being given by the convention.

Mr. Brown presented the following resolution: "That manufacturers be urged to put on the market a line of Infants' Food yielding the retailer a satisfactory profit."

This produced one of the most interesting discussions of the meeting. Mr. Knowlton moved an amendment that the subject of infants' foods be referred to the Committee on Commercial Interests, to ascertain if the cost of production is in proportion to the cost to the consumer.

Mr. Hargreaves presented an amendment to the amendment, pledging the association to support and promote the sale of any and all foods on the market, the price of which was protected.

Mr. Campbell seconded this motion and gave in detail the experience of Winnipeg, with its invalids' food recently introduced and protected in price, named "Glaxo." This experience was most satisfactory, both as to the quality of the food and maintenance of price. Mr. Gibbard bore testimony to similar results in Toronto.

Mr. Watters contended that the profit accorded retailers at the price fixed was insufficient and should not be accepted.

When the vote was taken Mr. Knowlton's amendment carried.

Mr. Tremble presented a paper on "prescription prices," which first stated that prevailing prices were an inheritance of old customs, and that new conditions demanded a re-arrangement of schedules, contending that if the amount of time and thought given to prescriptions was devoted to the sale of toilet articles and sundries that a larger profit would accrue. The cost of ingredients rather than "knowing how" was apt to be the base of pricing prescriptions, which was a reversal of a proper order. The bill of a technical expert was instanced: "Time and knowledge, $1,000; one screw, 2 cents."

An estimate of 50 prescriptions a day at an average of 50 cents each would secure a net profit of about $5.00; not sufficient for responsibility assumed, care of prescription, time spent in searching back records, etc. A movement looking to a general advance in remuneration for dispensing throughout the Dominion was urged, the C. Ph. A. to be the medium through which it should spread.

A discussion of the paper resulted in Mr. Knowlton presenting for adoption the following schedule of prices: 8-oz. mixture, $1.00; 6-oz. mixture, 75c.; 4-oz. mixture, 65c.; 3-oz. mixture, 50c.; 2-oz. mixture, 40c.; 1 and $\frac{1}{2}$-oz. mixtures, 25c.; 1 doz. each pills (made up) capsules, konseals, 50c.; 1 doz. suppositories, $1.00; $\frac{1}{2}$-oz. ointment, 50c.; 1-oz. ointment, 75c.

Mr. Wm. Hawker expressed himself as in accord with the prices presented, but deplored the fact that they were impossible in many sections. This expressed the opinion of the majority who took part in the discussion. The recommendation was adopted.

This was adopted as a recommendation to the pharmacists of Canada.

The Secretary presented a communication from Mr. J. Cochrane, convener of the Committee on Legislation, which was, on motion, received and passed.

Messrs. Watters and Wm. Hawker moved the thanks of the convention to Professor Remington for his courtesy in attending and the valuable information imparted in both his paper and addresses delivered.

Messrs. Watters and Campbell moved the thanks of the convention to the N. S. Pharmaceutical Society, the Halifax and Dartmouth druggists, and especially Mr. Burbidge for the entertainment provided.

Messrs. Gibbard and Nelson moved the thanks to the newspapers for the full and accurate reports of the meetings given.

Messrs. Tremble and Watters moved the thanks to the Nova Scotia Technical School for the use of the assembly room.

All of these motions were adopted enthusiastically.

Mr. Ferguson moved, seconded by Mr. Burns, that the association go on record as favoring a joint meeting with the American Pharmaceutical Association, arrangements for such, if practical, to be left with the President and Secretary. The motion carried.

On motion of Messrs. Knowlton and Case, Montreal was decided on as the next place of meeting. Day and date to be fixed by the Executive.

On motion of Messrs. Campbell and Case, a resolution instructing the secretary to post a copy of the proceedings in pamphlet form to every member in Canada, was carried.

Messrs. S. H. Hawker and R. R. Burns, with consent of meeting, withdrew the motions introduced on first day of meeting.

On motion, convention adjourned till the call of the President.

THE EXCURSION.

An excursion given by the National Drug and Chemical Co. to the members of the Canadian Pharmaceutical Association and their friends was voted a prime success by every one of the 250 persons who participated in it. Manager L. J. Mylius had made the most perfect arrangements to secure the success which was accomplished, and everything passed off well. The weather at the start threatened rain, but nothing daunted, the steamer Scotia set sail and the afternoon turned out to be one of the most pleasant of the whole season.

The company included Mayor J. A. Chisholm, members of the City Council, Prof. Remington, of Philadelphia, and Henry Watters, President of the Association. The gathering of druggists was the largest that has ever before assembled in Canada. Three of them were from British Columbia, two from Alberta, two from Saskatchewan, and one from Manitoba, with many from Ontario, Quebec, and the Maritime Provinces.

Among the guests of the National Drug and Chemical Co. yesterday were W. E. Danner, of Perth, Ont., representing Henry K. Wampole & Co.; W. M. Grant, representing Park, Davis & Co.; W. R. O. Bowie, representing Lymans, Ltd.; Mr. McKenna, representing Johnson & Johnson, of Newark, N.J., and Mr. Kelly, of Griffiths, Dixon & Co.

The sail was up Bedford Basin, to Eastern Passage, and up the North-West Arm to the Waegwoltic, where some of the party landed. The hosts did not forget the comforts of the inner man, which were admirably attended to. The band of the Royal Canadian Regiment, under Mr. Ryan, played a choice programme as follows:

1 March—Constellation ... ... Clarke
2 Overture—Poet and Peasant ....Supp?
3 Gavotte—Hearts and Flowers ....., ... Tobani
4 Selection—Lucia de Lamermoor ... Donnizetti
5 Song—Violets .... Wright
6 Danct—Hungarian ....Brahms
7 Selection—I Lombardi ....Verdi
8 Valse—Dollar Princess ....Fall

The card of invitation was novel, attractive, and good. The National Drug and Chemical Co. was shown by it to be co-extensive with the Association itself—from Atlantic to Pacific. The last page of the card was reserved for the names of "some friends I have made this afternoon, September 14th, 1910." Doubtless many names were placed on these cards that will mark lasting friendships. The excursion steamer returned to Halifax in time for the evening meeting

Glaxo

The Great English Infant Food

Price Protected and Recommended by the Medical Profession

G. W. DAVEY & CO.

MONTREAL WINNIPEG
TORONTO
9 Alexander St.

HORLICK'S MALTED MILK

The tired and warm customer likes a cold drink with an invigorating "Body" to it. Let him try this—afterwards he will ask for it.

HORLICK'S MALTED MILK with ICE CREAM

Vanilla Syrup (or any flavor) ....1½ oz.
Uncharged Water........ .... ½ glass
Horlick's Malted Milk ..... 1 tablespoonful

Shake thoroughly till dissolved, strain and add Ice Cream, fill glass with plain Soda (fine stream). Serve with spoon.

We will be pleased to send attractive Cold Soda Advertising material free and prepaid, on request.

HORLICK'S MALTED MILK CO.
Racine, Wis.

GILMOUR BROS. & CO., Sole Agents, MONTREAL

EXECUTORS AND TRUSTEES SALE

of residential property, druggist business and store premises in the town of Kincardine, Ont.

Written tenders will be received up to twelve o'clock, noon, of Wednesday, the twelfth day of October, 1910, by the undersigned, the executors and trustees of the estate of George Malcolm MacKendrick, late of the Town of Kincardine, druggist, deceased, for the purchase of the following assets of the said estate, namely:

1. One-half acre of land, being composed of lots Nos. 5 and 6, on the east side of Princess street, in the town of Kincardine, containing by admeasurement one half of an acre, more or less, being the brick residence of the late George Malcolm MacKendrick.

2. The good will, stock in trade, trade fixtures and store furniture of the druggist business carried on by George Malcolm MacKendrick in his lifetime, in the Town of Kincardine.

3. The brick store premises in which the deceased carried on the said druggist business, on the west side of Queen street, Kincardine, being part of Lot No. 3, of the sub division of Lot. No. 6, on the west side of Queen street, and the south side of Harbor street, in the said Town of Kincardine, having a frontage on Queen street of twenty feet, by a depth of one hundred and sixty feet, and more particularly described in the deed thereof from Eva E. Robertson to the deceased, dated 28th March, 1883, and registered as No. 3973; together with the right of the estate in and to one half of the northern wall to the south of and immediately adjoining the above described property, and the land upon which same stands, as described in and subject to the terms and covenants of the deed thereof from Robert Tyre Walker to the said deceased, dated the 31st day of May, 1883, and registered as No. 1006.

Tenders are requested to be sent in as follows:

1. A separate tender for the residential property.

2. For the said store premises and the druggist business, stock-in-trade, good-will, trade fixtures and store furniture, in one parcel.

3. Separate tenders for: (a) The said store premises, and (b) For the druggist business, stock-in-trade, good-will, trade fixtures and store furniture thereof.

4. For the druggist business, stock-in-trade, good-will, trade fixtures, store furniture, and a lease for five years of the store premises.

The highest or any tender not necessarily accepted.

TERMS OF SALE

For druggist business, stock in trade, good will, trade fixtures, and store furniture, twenty per cent of purchase money upon notification of acceptance of tender and the balance within two weeks thereafter. For Real Estate twenty per cent deposit upon notification of acceptance of tender and the balance within ten days thereafter, or at the purchaser's opinion sufficient money which with deposit will make up one third of purchase money, in ten days after notification of acceptance, and the balance in five equal annual instalments from date of notification of acceptance with interest thereon at six per cent per annum, half yearly, accured by first mortgage upon the property purchased.

Inventories and full particulars of assets, terms and conditions of sale may be seen upon application to the Undersigned Executors and Trustees, or to R. J. Stewart, Esq., Barrister, Kincardine.

THE TORONTO GENERAL TRUSTS CORPORATION.

Executors and Trustees of the Estate of George Malcolm MacKendrick, deceased, 59 Yonge Street, Toronto.

Malone, Malone, & Long, Solicitors for Executors and Trustees

DATED at Toronto this 26th day of September, 1910.

THE BANQUET.

"From Ocean to Ocean, Halifax to Victoria," the motto of the Canadian Pharmaceutical Association, was the predominating spirit at the banquet tendered the members of the Association by the Nova Scotia Society at the Halifax Hotel. Over one hundred persons were present, and the list included guests from the Atlantic to the Pacific. The banquet was one of the most enjoyable ever held, the speeches differed greatly from the ordinary run inasmuch as they were mostly of a humorous nature, and very little reference was made to serious subjects. The menu was an elaborate one, being the shape of mortar and pestal, the bill of fare being in Latin.

President R. C. Fuller, of the Nova Scotia Society, presided, and the tables were profusely decorated with potted plants and flowers, and at the head of the table a large mortar and pestal occupied a prominent place. The management of the Halifax Hotel presented each of the guests with a handsome pocket knife in a souvenir box and Forsythe, Sutcliffe Co., through their representative, C. R. Hancock, provided confectionery for the guests.

The band of the Royal Canadian Regiment was present and provided an excellent program, one of the most enjoyable number being a zeythyphone solo, the first time that such a number has been included in the programme by the R.C.R. band. Mingled among the toasts were vocal solos by F. M. Guildford, Dr. Beckwith and Charles Nelson, of Vancouver, which were greatly enjoyed.

Henry Watters, of Ottawa, in proposing the toast, "The Mortar and Pestal," in a timely speech associated with the toast the name of Prof. J. P. Remington, of Philadelphia, who he styled as the foremost exponent of the Mortar and Pestal in America. Prof. Remington, he said, was one of the many who believed it better to tender timely assistance to the living than to mourn for the dead. Prof. Remington had attained a position to which any young man might seek to attain.

Prof. Remington was warmly greeted on rising and with great feeling expressed his thanks for the kindness that he had received while in the city. In this he particularly mentioned ex-President Watters and Geo. A. Burbidge for insisting on his presence at the convention. He had about a half a dozen titles, but if anything he was an American citizen, and if he was not, and did not live on the south of the line, he would want to live in Canada.

Hethought that it was the duty of every man to work for the good of everyone. He was sorry he had to give the talk on cocaine, and sorry that the evil existed. The hardest thing to combat in that respect was that the people could not be seen.

In a jocular manner he referred to his visit to Halifax, and said that he was leaving with a good taste in his mouth. He felt he had been treated a great deal better than he deserved. In closing he asked permission to propose a toast to the women—not the ladies—of Canada, may they percolate your souls—masticate your heart, and devastate your pocket books.

R. N. Johnson, of Charlottetown, proposed the Canadian Pharmaceutical Association in a brief and happy speech. He paid a tribute to the newly-elected officers of the Association, and coupled with the toast the names of the retiring officers.

Henry Watters, in responding, said that he felt he had been taken at a disadvantage. He thought he ought to refer to the aims of the Association. It was, as Prof. Remington said, for the good of the community, and not to make more out of the public. The Canadian Pharmacists, from the broad Pacific to the beautiful Atlantic, were banded together, and it was one way of getting away from narrow provincialism. Sometimes some were apt to kick over the traces when any of the laws of the Dominion affected any community. The Association was one way of breaking away from this and permitting the people to see that what was good for the majority should be the rule. Before taking his seat he felt that he ought to say a word for the Maritime Provinces. Canada was proud of these Provinces. He had observed that the young men from this Province were fully equipped in the educational way, and he hoped Nova Scotia would send out more of these young men. When the head of a university or college or the head of an opposition was needed, Nova Scotia was looked to.

President Martin, who followed, expressed his thanks for the kind treatment that the Association had received while in Halifax, and fully endorsed all said by Prof. Remington and ex-President Watters regarding the Association. The Association was only a young institution and he expected great things of it. He regretted that Canada was not like an accordion that could be closed together, and he could get to Halifax oftener. He had enjoyed every minute of his visit, and was looking eagerly forward to his next visit here.

He thanked the Association for electing him President, and said that one of his first official acts would be to confer another title on Prof. Remington, namely, that of an honorary life member of the Association, which was approved of by the gathering.

J. E. Tremble, the new Vice-President and the former Secretary-Treasurer, also replied briefly, and extended a cordial invitation to all present

Swan

GIFT-HUNTING RELATIVES

at the Christmas Season will be most grateful for your suggestion that a

"Swan" Fountain Pen

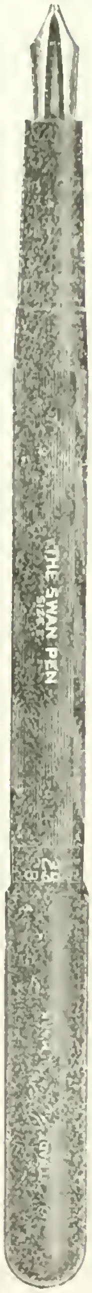
would prove the most acceptable gift you could select.

Swan Pens are made of the very best material and are extremely durable. The double feed ensures a perfect flow of ink, and they have gold nibs to suit every handwriting and every purpose.

Swan's are no dearer than many pens of inferior make, and they leave a good profit margin for the retailer.

Feature the **SWAN** strongly in your Christmas trading. We will help your sales with Velvet Display Pads, Show Cards and other Aids to selling.

Get in touch with us to-day. There's money in this proposition for you.



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124 York Street
TORONTO
Headquarters, 79-80 High Holborn
London, W.C. Eng.

"Things Different in Likely Things"

A Strong Attractor

for your Window or Counter

An absolutely sanitary Toothbrush Holder for Bath Room and Bedroom.

Made of Nickeled Brass and Round Glass Bars, with space between to allow easy access for any brush. It instantly appeals to every one as the

Smartest, Sightliest, Simplest.

Most practicable Tooth Brush Holder ever put on the market—could be retailed at 15c- or with 3 Slit Sanitary Guaranteed Brush

$38.00 gross,
$19.50 half gross,
$ 3.50 per doz.

Brushes and Holders

Brush has graceful curved Bristle and Back, with 3 Slit Sanitary Opening and even bright Bristle Filling—each Brush tissued and in a tidy individual box—appealing again in this respect to the sanitary point of view.

On gross or ½ gross lots, express paid any part Ontario; half express any point Canada

The Sutcliffe Co.

"Things Different in Likely Things"

77 York St. ∴ Toronto

The Daintiest, Likeliest, Most Fetching

Post Cards

to be found anywhere in Canada.

May be selected from the great variety of carefully "picked" Post Cards that we handle—each range with a distinctive, a drawing feature—an individuality that forces their sales.

$15.00 or $25.00 Assortment

sent express paid and may be returned at our expense if not entirely satisfactory—

Anything Fairer?

Unless Xmas, New Year, Halloween, or Thanksgiving are mentioned, we will send general cards.

We have the same "CROW" about our Motto Folders, Calendars, Xmas Cards, Tags, Seals and Pictures and have confidence we have spurs that can back up that "crow."

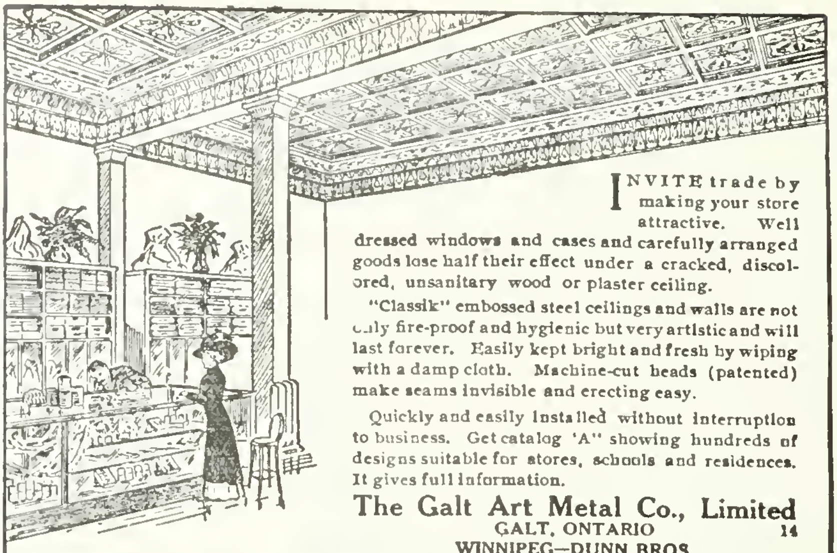
Mention the Canadian Druggist and we hold the same $15.00 and $25.00 proposition open to you.

The Sutcliffe Co.

"Things Different in Likely Things"

77 York St. ∴ Toronto

In
Replying
to this Ad.
Mention
The
Canadian
Druggist.



INVITE trade by making your store attractive. Well dressed windows and cases and carefully arranged goods lose half their effect under a cracked, discolored, unsanitary wood or plaster ceiling.

"Classik" embossed steel ceilings and walls are not only fire-proof and hygienic but very artistic and will last forever. Easily kept bright and fresh by wiping with a damp cloth. Machine-cut heads (patented) make seams invisible and erecting easy.

Quickly and easily installed without interruption to business. Get catalog "A" showing hundreds of designs suitable for stores, schools and residences. It gives full information.

The Galt Art Metal Co., Limited
GALT, ONTARIO 14
WINNIPEG—DUNN BROS.

Galt "Classik" Ceilings

"The Gum that's Round"

These popular Chewing Gums may now be obtained from all Wholesale Drug Houses.

The quality and flavor, helped by liberal advertising, has created a demand all over the Dominion.

Show Cards, etc., on Application
THE SUNDRIES IMPORT CO. (Canadian Sales Agents)
Cor. Augusta Ave. and St. Patrick St., . TORONTO

THE GREAT ENGLISH REMEDY

ALWAYS CURE **BLAIR'S GOUT PILLS** NEVER FAIL

For GOUT, RHEUMATISM, SCIATICA, LUMBAGO, and NEURALGIA

The Excruciating Pain is quickly relieved, and cured in a few days by these celebrated Pills. Sure, safe and effectual. Sold by all Chemists and Stores at 40c. and $1.00.

Canadian Agents: LYMANS Limited, Montreal

PROFITABLE SIDE LINES

SEND FOR OUR 800 PAGE CATALOGUE

The OSKAMP=NOLTING Co.
411=413=415 Elm St.
CINCINNATI, OHIO

The Name

Queen City

on a piece of Rubber Goods—or on the package—means something. It is

Our Guarantee

that the article is well made, of the best material, has been thoroughly tested and will give perfect satisfaction if properly used.

DIXON-WILSON, Limited.
66 Spadina Avenue - . TORONTO, ONT

THE "OLD RELIABLE"
PLANTEN'S
C&C
OR
BLACK
CAPSULES
POPULAR SINCE 1836

The formula of our late Mr. H. Planten.

H. PLANTEN & SON
93 HENRY ST. Established 1836 BROOKLYN, N.Y.
"The Pioneer American Capsule House."

to attend the next meeting of the Association in Montreal.

G. E. Gibbard, of Toronto, the newly elected Secretary-Treasurer, also replied briefly to this toast. He expressed the great pleasure that he experienced when he found he was able to come to Halifax to attend the convention. Had he been compelled to stay away, he would never have forgiven himself, as he considered this was the grandest meeting the Association has ever held.

Provincial Associations—"United We Stand"—the next toast, was proposed by J. H. Angwin, who has been connected with the Nova Scotia Society since its inception.

Chas. Nelson, of Vancouver, was the first to respond. He said he would not give other speakers a chance to say that all had been said. But he would say that wherever the next meeting was held that place would have to look to its laurels to outdo Halifax.

E. C. Knowlton, of Vancouver, responded in a similar style.

R. P. Burns, also of Vancouver, in responding, said he would not fail to tell about the time he had when he returned home. In Halifax he had found the best of good fellowship, and crossing the floor he said to P. C. Fuller, "I want to extend the hand of good fellowship from the gateway of the Pacific to the gateway of the Atlantic." In closing, he said the Nova Scotia Society had "put it all over the British Columbia Society," and if they wanted to do it again he was willing.

D. Ferguson, of Wolseley, Sask., after thanking the Nova Scotia Society for the good time he had in Halifax, said that the predominating spirit of Nova Scotia was British was the idea that he would carry back to Calgary with him. He did not wish to leave the impression that the West was not so, but he could wish that it were more like the East in this respect.

C. Campbell, of Winnipeg, and A. C. Case, of Picton, Ont., also responded briefly.

The other toasts were "Our Guests" and "Our Next Merry Meeting."

FRESH MEDICINES*

By Professor Francis Hemm.

If there is any one combination more widely prescribed by physicians than calomel and soda, we fail to remember which it is.

For fully 35 years we have been receiving prescription after prescription from all classes of prescribers, for powders of Calomel and Sodium Bicarbonate.

Infants and children are the class of patients for whom such prescriptions are particularly common.

If the prescriptionist were to examine his file closely and make a comparison as to the extent plain calomel powders with sugar or milk sugar are prescribed and calomel and soda triturations, we venture to say that he will find that the latter combination outnumbers the former at least six to one. How is this fact explainable? For years teachers of therapeutics at medical schools and colleges of pharmacy have been impressing upon their students' minds the fact that when a thorough trituration of calomel and sodium bicarbonate is made, the action of the calomel becomes much modified and milder than straight calomel trituration.

The fact is that when calomel and sodium bicarbonate are thoroughly triturated together in a mortar according to the rules of pharmaceutical art the color changes from the original white to a pale yellowish tint, which seems to indicate chemical action or reaction between these ingredients.

Pharmacy students are instructed to rub thoroughly and long enough to bring about this change whenever compounding such prescription, and for the reason that therapeutists have always contended that such a trituration acted much more satisfactorily and milder than calomel alone, or a hastily and insufficiently triturated mixture.

Whatever the exact chemical product is which results and produces the change of color seems to be somewhat indefinite, though some authorities claim that probably mercurous carbonate is formed.

This question is, of course, of chemical interest, but has nothing at all to do with the fact that clinicians hold on to the idea that this combination and this sort of trituration has merited fairly and squarely the popularity which it enjoys.

Physicians and not pharmacists are to decide what combinations are best adapted to their patients' needs.

In this particular instance the prescription proved so satisfactory in the long past because freshly made triturations were always dispensed when such powders were ordered by physicians on extemporaneous prescriptions.

In gone-by days the carrying of ready-made powders or tablets in stock and taking chances on any chemical changes before the patient swallowed them, was not thought of; in fact, tablets were not yet known.

What chemical changes occur in ready-made, old powders or tablets may be seen by the careful determinations made by "Vulpius" A. J. P. 1879.

---

*American Pharmaceutical Association, June 15, 1910

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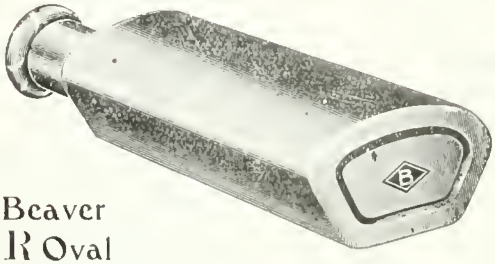

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No. 1. No corrosive sublimate forms in twenty-four hours' time in triturations of calomel and sodium bicarbonate.

No. 2. Minute traces of bichloride are found after such mixture becomes three months old; also shows only traces of same dangerous compound if powdered milk sugar is mixed in with the calomel and soda. If, however, powdered cane sugar is mixed in, the mixture will show pronounced quantity of corrosive sublimate after three months.

This ought to be sufficient warning that calomel and soda, whether in powder or tablet form, should be freshly made and not allowed to get old.

This is one instance and there are many, many others in which the prescribing physician will do well to bear in mind that freshly prepared medicines are something entirely different and superior to ready-made old ones. Does the doctor want to give the baby any corrosive sublimate for calomel and soda?

FRESH VS OLD EMULSIONS

Freshly made emulsions from fresh and prime oils are just as much superior to ready in stock old emulsions (no matter what their original quality) as a fresh egg beats a rotten one; or as fresh, sweet milk is ahead of sour clabber; or as fresh, sweet butter is to the rancid, irritant kind.

FRESH SYRUPS VS. OLD ONES

Recently prepared syrups are better, as a general rule, than old ones. Especially is this true of all those which undergo fermentation readily or of such which easily decompose chemically.

A fresh syrup of hydriodic acid as now directed by the U.S.P., is always right, but an old one is not.

A freshly made syrup of ferrous iodide U.S.P., is a perfect product, whereas an old one is not such by the very chemical nature of the same.

Syrup of the phosphates of iron, quinine and strychnine, U.S.P., is a fine preparation when freshly made, but it does not take very long before it discolors and precipitates.

Syrup of acacia, when just prepared on the physician's order, is a very acceptable demulcent---when it gets old it becomes a nauseant and irritant.

Many slimy and fungoid deposits form in a large line of ready-made old syrups as they undergo natural forms of decomposition.

MISCELLANEOUS

Ready-made infusions and decoctions are generally conceded to be illy adapted for stock goods and have always stood condemned.

Chalk mixture, Griffith's iron mixture, Brown mixture and compound rhubarb mixture are something entirely different when freshly made than when old.

Mucilages, generally, are only right when freshly prepared.

Ointments, cerates and oleates are particularly sensitive and become rancid and irritating, and if no doubt shall exist as to their fitness for application, they better be made up fresh.

Solutions of ammonium acetate, potassium citrate, magnesium citrate, chlorine water, lead sub acetate, caustic potassa, caustic soda, and many more are not at all the preparations which the pharmacopoeia intends them to be when they are old.

Suppositories when freshly made from sweet and bland cocao butter, are better than old rancid ones.

Freshly made pills of phosphorus, ferrous iodide, ferrous carbonate, mercurial mass or any others, dissolve readily and contain unaltered just what the pharmacopoeia says they do.

Prescriptions for freshly made pills or mass capsules made with proper excipients, are always reliable and soluble. This is not true of old stock.

And thus we might proceed ad infinitum and prove that extemporaneous pharmacy and magistral prescriptions have not yet lost their right and necessity to exist, but on the contrary, in justice to the patient, and in the faithful discharge of our mutual duties, physicians and pharmacists ought to arouse themselves out of their slumbers and in a determined and manly manner do their full duty in this cause.

Verbum sapientibus !

THE VACATION DANGER.

It has often been advanced as the reason for the seasonal prevalence of typhoid fever in the cities, during the autumn months, that among the home-coming throngs many are in the incubation period of the disease, contracted at unsanitary country houses, farms and vacation resorts. In any event, September, October, and November seem to be the months in which the disease is most rife. The prolonged course of typhoid and the milk diet necessary during the febrile period are usually responsible for a considerable loss of flesh and strength, and the patient is therefore almost always pretty well devitalized at the beginning of convalescence. In conjunction with liberal feeding, Pepto - Mangan (Gude) is of distinct value as a general tonic and reconstructor, during the convalescent period, and may be safely commenced early, as it is entirely free from irritant properties and does not disturb the digestion nor cause constipation.

BUILDING UP A TRADE IN VETERINARY MEDICINES.

A writer in the Chemist and Druggist of Australasia offers the following suggestions on how pharmacists may build up a good business in veterinary remedies. He speaks of the conditions as they exist and as they may be improved in Australasia. But his observations are as true of the druggists in the country towns of the United States as of those in his own country :

"Remembering how very largely the use of medicines by human beings has increased within the last generation, and how large are the sales of certain veterinary proprietaries, it seems quite clear that wherever horses and cattle are kept, that is to say, within range of every pharmacy in Australasia, considerably larger business might be done than is at present thought of. Some few are already cultivating this trade vigorously, but there is room for all. In fact, everyone who helps to cultivate helps at the same time to educate public opinion and build up the demand. We have heard of one chemist who sometimes makes fully one-third of his turnover in sales of veterinary medicines. Horses, cattle sheep, dogs, poultry, and even cats, in a district, must be looked upon as part of the population from which revenue can be drawn, not merely for regular and constantly-recurring complaints, but also for the occasional epidemics which spread over a whole district.

"One way in which this sale is increased is by watching the information given by the agricultural journals. One pharmacist writes to us that the other day the weekly press recommended tincture of aconite in milk fever. The local paper was glad to put in a little paragraph about it as being topical news of value,and this paid the pharmacist handsomely. A study of local conditions is the primary factor of success.

"A constant study of veterinary literature, adaptability, and a reasonable use of advertising columns of the local press, give a programme which any pharmacist can carry out with advantage. He should have ready a remedy for every ill that veterinary flesh is heir to.

"Another pharmacist has for years urged periodical dosing of cows and calves, and has special preparations for them. For cows a drench of 11 oz. magnes. sulphate, 1 oz. P. zingiber, colored with ferri carb. rub., selling at a shilling, is good as a purgative drench at any time, as a cleansing drench after calving, and ten days before calving is an almost certain preventive of milk fever. The dose is given in a bottle of thin, warm gruel.

"In the older settled districts a steady demand exists for condition powders. In many districts these are given regularly to horses.

"For calves, a line which may be called a 'calf saver' consists of 1 pound of sodium hyposulphite in a beer bottle full of water, selling at 1s. 3d. A teaspoonful given in each meal of skim milk is a very effectual preventive of the digestive troubles poddy calves nearly all suffer from by reason of the unnatural method of feeding. This should be given daily for a week, then omitted for a week, and then given occasionally.

"One difficulty in the way of securing this regular treatment of animals is that horses and cows are nearly all grass-fed, and consequently are not handled so regularly as stall-fed animals. Most dairymen find that it takes them all their time to milk and feed their cows, without bothering to physic them, and it is only when an epidemic breaks out, or some of the animals get really bad, that their owners will begin to see to their wants in that direction."

THE SALE OF A STOCK FOOD.

Country druggists, even more than the city proprietors, are called upon to exercise every point of advantage that presents itself for the successful conduct of their business, says J. E. Taylor, in the Bulletin of Pharmacy. The city pharmacist has the disadvantage of extreme competition and cut rates to contend with; but the country man has the mail-order houses to fight, the wagon vender to corral, and the interurban to contend with.

A side line to consider from the point of profit is stock food and its accessories. In 1903 we hit upon a plan that has proved to be one of a thousand. On January 1 we cut out a large white cardboard, about 6 inches wide and 18 inches long. At the top we wrote: "Stock Food Buyers, Season 1903."

As soon as this card was in place we began looking for customers. Every farmer who came in was asked :

"Are you going to use any stock food this season? We realize it is early yet to talk stock foods, but we have adopted a plan whereby you may get your food any time between now and late spring. The plan is thus: We buy direct from the factory and get our goods fresh. To keep them in that condition we do not ask you to buy now; but give us your order and we shall place your name on this card. As soon as the goods come in, we shall check off the amount you want. This method insures your getting the goods fresh, and just when you want them. By this method, we know how much food to have coming all the time, and we don't overstock. We can afford to sell cheaper than our competitors. The fact that we buy direct guarantees you a better price than you would get in buying of the wagon vender, for he cannot sell at as small a margin as we do. We

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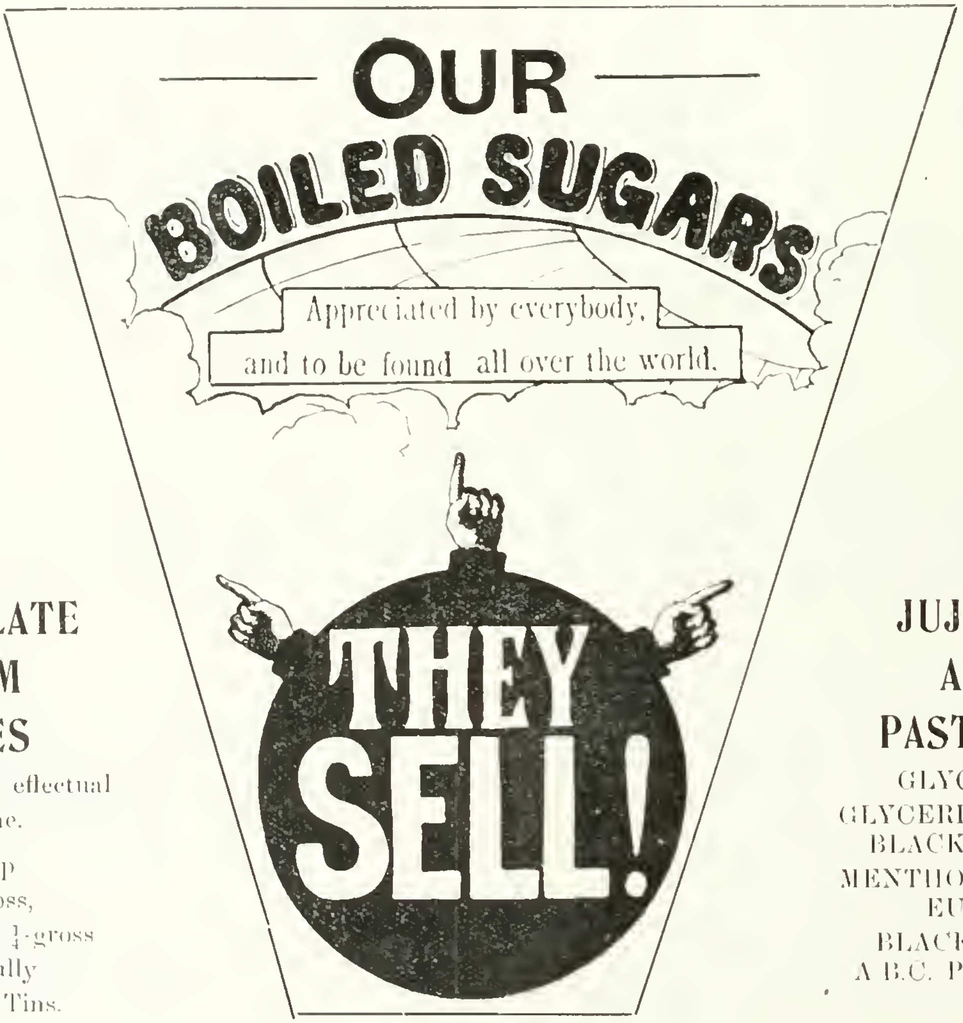
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fully guarantee the food. If you are not satisfied with your bargain, bring your empty bucket back and we shall return your money."

After the farmer is interested we talk other preparations—stock and chicken remedies, lice preparations, etc., etc.

This leads us around to other points of consideration. Incidentally we show the customer our line of colic remedies, distemper cures, syringes, etc., so that he becomes familiar with our stock of accessories. In adopting this method don't offer to sell—just show the goods and then put them back. You will be surprised to see how it works out in practice.

Last year we did the same as in previous years and with better results. Let me tell you that the woods are full of stock food agents! The druggist must be up and coming who hopes to get ahead of them.

About the first of March we begin our window displays. We use them to the best advantage, confining a trim to a single preparation. Later on, come disinfectants, syringes, etc., then back again to the stock food.

We use our local paper to the best advantage possible, running local items and display ads. each week through the season. Our ads. are generally 6 to 8 inches, 2 columns, which make neat advertisements. Of course we are careful not to crowd space, using care to exploit each preparation individually. No good comes from a conglomerate mass of printed stuff. It lacks drawing force and is passed without notice.

Be square with your trade. Make your word good. Guarantee an article or preparation if it has merit. If it falls down make it good. It will pay in the end. Every man has his friends and prestige. Have one price only, and that for everybody.

VETERINARY FORMULARY.

STOCK LINIMENT.

Pine Tar	3 ounces
Spirits Turpentine	2 ounces
Carbolic Acid	5 drams
Raw Linseed Oil	1 pint

Mix.

This mixture makes a good liniment for healing up wounds, cuts and sores in stock.

Put up in one pint empty fluid extract bottles or containers of this kind that accumulate around the drug store. Label, cap and sell for 50c.

CONDITION POWDER.

Sulphur	1½ pounds
Glaubur Salts	¾ pounds
Black Antimony	¾ pounds
Copperas	½ pounds
Asafetida	3 ounces
Cream Tartar	6 ounces
Foenugreek	1 pound
Linseed Meal	1 pound

Mix.

POULTRY POWDER

Phosphate Lime	5 ounces
Sulphate Iron	1 ounce
Powd Capsicum	2 ounces
Powd Ginger	2 ounces
Powd Foenugreek	1 ounces
Venetian Red	1 pound

Mix.

TO REMOVE FLEAS FROM DOGS AND CATS

The following is said to be an excellent preparation:

Naphthalene	1 parts
Starch	12 parts

Reduce to a fine powder. A few grains of lampblack may be added to give a gray color, and the odor of the naphthalene may be disguised by using a few drops of oil of pennyroyal or eucalyptus.

To use rub thoroughly into the fur of the animal and let it remain a day or two. Then remove by combing or giving a bath, to which a few quassia chips have been added.

MINERAL SALTS FOR CHICKENS.

The Pharmaceutical Journal says that the following mixture has been well proved on Transvaal poultry farms:

Common salt	30 parts
Sodium phosphate	9 parts
Calcium fluoride	1 part
Green vitriol	1 part
Bone ash	30 parts
Chalk	30 parts
Epsom salts	10 parts
Charcoal	2 parts
Flowers of sulphur	3 parts

TONIC PILLS FOR PIGEONS AND POULTRY.

1	Red Cinchona Bark	1 grn.
	Extract Calumba	60 grn.
	Extract Chamomile	60 grn
	Extract Gentian	60 grn.

Dose, 4 to 12 grn.

2.	Ferrous Sulphate	60 grn.
	Extract Jaborandi	1 grn.

Mix. Dose, 2 to 6 grn.

MOCKING BIRD FOOD

Hemp Seed	8 oz.
Rape Seed	1 oz.
Crackers	1 oz.
Rice	1 oz.
Corn Meal	1 oz.
Lard Oil	1 oz.

Reduce the solids to a coarse powder, mix well, and work in the oil.

A little capsicum may be incorporated in this, if desired.

A NEW, NOVEL AND ORIGINAL PROCESS OF MAKING SYRUP OF TOLU, SYRUP OF GINGER AND DEWEE'S CARMINATIVE.

By Charles E. Meyer, St. Charles, Mo.

Proceedings Missouri Pharm. Association.

I am going to show you my method of making Syrup of Tolu and Syrup of Ginger, also a clean and simple way of making Dewee's Carminative. You can also use this method of dispensing a presentable mixture of Rose-water, Glycerin and Tincture of Benzoin, which is frequently called for in the fall and winter months of the year.

The finished products of the two syrups in appearance, aroma and taste, are far more superior than those made following the U. S. P. process. Another advantage I claim for this process is the simplicity and rapidity with which they can be made. I have made them in less than thirty minutes' time.

Making the Syrup of Tolu I follow the U.S.P. formula. In making Syrup of Ginger I eliminate the alcohol prescribed entirely, a saving of the alcohol and a distinct advantage to the permanency of the finished product.

I am not going to take up any further time, and will proceed to explain my process. I am going to make 500 cc. of Syrup of Tolu.

Take 5 gmm. of Carbonate of Magnesium; rub in a mortar with 225 cc. of cold distilled water; gradually triturate, transfer to a bottle (I find a wine shaped bottle best adapted for this purpose), shake vigorously for a few minutes. Now tilt the bottle slightly and carefully add 25 cc. of Tincture of Tolu, flowing same slowly down the neck of the bottle on to the mixture of Magnesia and water; cork the bottle; slowly bring the bottle to a horizontal position, holding the same with both hands at the bottom and neck. Now slowly tilt from one end to the other, bring back and continue this tilting motion back and forward; at this stage go slow, avoid haste, and in a few minutes you will find you have a finely united mixture or emulsion. You are now ready to filter the mixture. I advise moistening the filter by running a few ounces of alcohol through the same before transferring the mixture through the filter. This will facilitate filtering the mixture. When the liquid has all run through, add it to the sugar, facilitating solution by subjecting to a gentle heat.

After solution is effected and the product does not measure up to the required amount, add enough filtrate which has been obtained by continuing the filtering process with a few ounces of distilled water.

By all means use distilled water; the result will justify the small additional expense.

In preparing Dewee's Carminative, to avoid the disagreeable odor of Assafoetida, instead of using a graduate, I use a suitable bottle, graduate the same with a like amount of alcohol, notch the bottle with a file or paste a small strip of paper even with the alcohol, and return the alcohol to the stock bottle. In this way I obtain an accurate graduate for the required amount of Tincture of Assafoetida to be used, and avoid the necessity of cleaning the graduate. After transferring the Tincture of Assafoetida from the bottle to the mixture of distilled water and Carbonate of Magnesium, throw the small bottle away, as the cost of the same is trivial; after the incorporation add the other ingredients.

For Rose-water, Glycerin and Tincture of Benzoin, all that is necessary in preparing this lotion is to add as much Tincture of Benzoin to the Rose-water and Glycerin as your judgment may suggest, and incorporate them by the tilting motion. Where the demand will justify, it, it will be found convenient to keep this lotion in a larger bottle ready to dispense when called for.

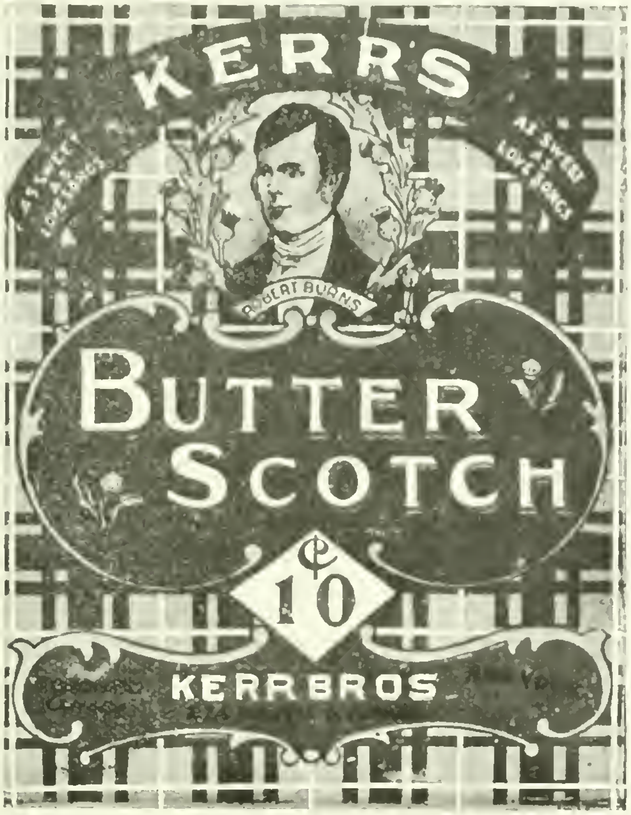
NOTE ON THE FILLING OF HYPODERMIC AMPOULES.

By Thos. Stephenson, Ph.C., F.R.S.E., F.C.S.

The preparation of a satisfactory hypodermic injection has always been a problem to physician and pharmacist alike. In these days when the fear of microbic contamination has attained the dignity almost of a cult the old rough-and-ready method of simply making and filtering a solution cannot be tolerated. Hypodermic tablets meet the difficulty only in regard to measurement of doses and rapidity of preparation, but the danger of contamination is in no way lessened by their use. Absolute sterility and permanence, combined with accurate dosage, is a necessity, and these conditions are fulfilled in perfection by the hypodermic ampoule. This is a sealed glass capsule, containing a measured dose of hypodermic solution, thoroughly sterile; the capsule is of a suitable shape to allow of its being carried about in the pocket-case and to admit of the contents being abstracted with a minimum of trouble to the operator and of risk of contamination to the solution.

The very mention of the word "ampoule" to the average dispensing pharmacist conjures up visions of elaborate and costly apparatus. Yet their preparation is simplicity itself. With no more unusual apparatus than an ordinary hypodermic syringe, any number of ampoules from one to fifty can be filled in as many minutes. To show how this may be done to prescription at the dispensing counter is the object of this short note.

Empty ampoules may be had from the glass dealers at a moderate cost, those of 1 C.c. capacity being listed at about 1s. per 100. They are



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Did You Ever Notice

that the druggists throughout the country who do the largest trade are always the fellows who are not afraid to buy enough of any good patent medicine in order to get a lot of free advertising.

On the other hand did you ever notice the shiney coat and frayed at the bottom pants on the man who is always knocking patent medicines and talking about the professional aspect of the drug business.

That ought to be enough to convince you of the wisdom of writing The Merrill Medical Co., Manufacturing Chemists, Toronto, regarding exclusive advertising proposition for

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If you always sell the best even at a lesser profit you will gain the good will of the buyer and consequently sell more. Thus the increase in sales will more than make up for the difference in profit and will be further ahead than if you sold the lessreliable goods, both in reputation and financially.

The above is true with the majority of goods but more so with cement as it is an article that is not a necessity and the demand for it can be easily killed. We do not avoid expense in manufacturing the best article of its kind and give you the best that can be had on the market.

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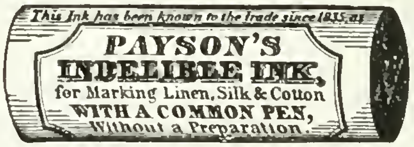
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supplied in white or amber glass, sealed. They should be of alkali free glass; solutions of certain substances, such as arsacetin, are decomposed very readily when sterilised in glass containing alkali. The freedom of the glass from alkali may be readily ascertained by filling an ampoule with solution of phenolphthalein and boiling for half an hour. Ampoules are of various shapes; the most popular being the tubes with sealed ends, and the bottle shape. The former of these can easily be made by any pharmacist in an emergency from thin glass tubing. The latter is not so easily made extempore and had better be bought. Of the two shapes, the "tube" shape may be described as the more convenient for the pharmacist, while the latter, or "bottle" shape, presents decided advantages to the user, inasmuch as the contents are more easily and more completely abstracted with the syringe. Those of the "tube" shape are also liable to breakage through rolling off the table; the "bottle" shape is free from this objection.

The Preparation of the Solution.- This operation is most important, and necessitates great care in order to obtain absolute sterility. All utensils should be carefully sterilised, and the menstruum (distilled water, normal saliae solution, etc.) boiled for some time and allowed to cool. Pegurier recommends the sterilisation of oil, when this is employed, by shaking with 90 per cent. alcohol during four or five days, decanting, and sterilising at 125 degrees C. In the preparation of dental local anaesthetics the addition of a small quantity of antiseptic is, as a rule, not objected to, and this simplifies matters greatly. But in the preparation of ordinary hypodermic solutions to prescription this addition is usually not expected, and every possible precaution must be taken to render the solution aseptic. In every case the solution must be filtered perfectly clear. The dispensing rule adopted in making suppositories, of using the quantities for seven when six are ordered, is a useful one to adopt in the case of ampoules; about one-sixth more solution than is actually required should be prepared, for reasons to be shown presently.

Filling the Ampoules.—In preparing ampoules to prescription—and that is all that is aimed at in this note—an ordinary hypodermic syringe is all that is necessary. The syringe should first be sterilised in the usual way. Then an ampoule is taken and the pointed end removed, as near the point as possible, by snipping sharply with scissors, (holding the point downwards) or by scratching with a file and breaking off. The necessary quantity of solution, plus one or two minims to allow for loss in removal, is then drawn into the syringe, the needle inserted at the open end of the ampoule, and pushed well down to prevent the liquid collecting in the neck, and the solution injected into the bulb. A little extra solution is always desirable for the reason stated; indeed, there is no objection to a slight excess over the required dose, as the physician will withdraw the required quantity into a measured syringe a much easier matter when there is a slight excess of solution. An ordinary pessary mould forms a useful stand for the ampoule during the process of filling, when these are of the tubular shape. The ampoule has now to be sealed. This is done by holding for a moment or two in a bunsen flame. If held too long in the flame, the liquid is liable to become volatilised, with the result that a bubble is blown in the end, which will not be airtight. With a little care, however, the sealing can be effected rapidly and securely.

When the ampoules contain a solution that is not injured by heat they should be finally sterilised after sealing. This is accomplished by placing in a beaker of water and heating this in a pan of boiling water for an hour. Should a higher temperature than that of boiling water be required suitable means can easily be adopted. The water in the beaker should be coloured with aniline blue; should any ampoule be imperfectly sealed the blue colour will then penetrate into the interior and colour the solution. For this reason, and to allow for accidental breakage during the final sterilisation, it is well to prepare a few ampoules more than are actually required.

It will readily be seen that an ampoule should never be filled more than two-thirds full, in order to allow some elasticity for the contents during sterilisation. In a short note like this it is impossible to describe the variations of the process necessary for different substances, but these will readily suggest themselves to the pharmacist. The entire process is simplicity itself, and only requires to be known more widely in order to furnish pharmacists, especially those who are in touch with the medical profession, with a simple, scientific, and profitable addition to this dispensing practice. Read at the meeting of the British Pharm. Conference.

Frigusin is the chief active constituent of iodine, and chemically it is designated as diiodolaricinolic acid.

Applied to the skin the substances immediately solidifies and forms an adhesive varnish which splits off iodine without causing irritation. It is valuable in minor surgery for all external wounds, etc. Where iodoform collodion is used, it is claimed to be superior to plasters in so far that neither cold nor hot water attacks it, so that patients may bathe the parts with water at any temperature.

Bromophor, a member of the same group, is used as a specific for itching of skin and erysipelas.

SOME NEW REMEDIES.

Alboferrin is a compound of albumin, iron and phosphoric acid, recommended in anaemia, convalescence, etc.

Anaestheticum is a patented preparation consisting of a 10 per cent. solution of cocaine in phenyl acetate. It is used as an analgesic and antipyretic, and also as a dental anaesthetic.

Cusol is a solution of copper citrate in water. The salt is held in solution by means of sodium chloride and sodium boro-citrate. It is used in ophthalmology and in skin diseases as a bactericide.

Fenchyval is fenchyl-iso-valerianate. It is a colorless liquid, with a slight valerian odor, and is used as a remedy for hysteria.

Fumiform is the name given to tablets consisting of asphalt with benzoin and myrrh. They are used for pulmonary diseases, a tablet being evaporated over a spirit lamp in a closed room and the fumes inhaled by the patient. The tablets were devised by Floer, who noticed the effect of asphalt vapors upon chest affections in a factory.

Lacto-Lavol is ethylidene-lactic acid, recommended by Cukor as an antiseptic vaginal douche.

Oxyntine is said to be a combination of albumin and hydrochloric acid, containing 5 per cent. of H Cl. It is used as a substitute for the latter in digestive troubles.

Risiccol is a "castor oil powder," containing 50 per cent. of oil in combination with magnesia. It is claimed for it that it possesses the full activity of the oil in a tasteless form.

Sanosin is a mixture of powdered eucalyptus leaves with sulphur, charcoal, and oil of eucalyptus "sitriodora." It is burned and the fumes inhaled for whooping cough.

Thilaven is an organic sulphur compound prepared from oil of lavender by treatment with sulphur. It is used for making sulphur baths, it having a pleasant odor and being free from action on metals.

Trypan-blue is the tetrazo compound of toluidine and sodium amidonaphthol-sulphonate. It is given by injection for piroplasmosis in dogs and cattle.

Vanadozon is anhydrous sodio-vanadium chloride.

Vestosol is described as a neutral fatty ointment, containing 2 per cent. of formaldehyde. It is used to check hyperidrosis in the feet and armpits.

Verobromal is a hypnotic containing veronal and bromides.

Xametrin is a trade name for hexamethylene tetramine. The Prescriber.

Common sense and cash are a combination that has never been defeated.

RECORD OF A YEAR'S WORK IN COMMERCIAL PHARMACY*

In presenting to your notice the record of a year's work in commercial pharmacy, my purpose is solely to lay before you some of the problems met with in the manufacture of pharmaceutical products and the manner in which they have been dealt with. It is not at all likely that the demands of my business are remarkably different from those of my fellow-druggist, so any process that has been found helpful and profitable in my experience is likely to be of interest to other searchers after greater efficiency in service along with more substantial returns for labor and effort expended. If my fellow - workers would make a note of difficulties encountered and overcome in the daily round of active pharmacy, and consolidate the results into a paper such as I have allotted myself as a contribution to the practical side of commercial pharmacy, much benefit would accrue, and our Association would become a power in the dissemination of information useful to the working pharmacist. I am personally the more encouraged to share any useful material I may gather along the way from knowledge that has come to me, that my efforts in this sphere have met with greater appreciation from my brother druggists than some more pretentious undertakings I have been identified with in my desire to serve them. I should say here that I have always manufactured every pharmaceutical preparation that could be produced with the means at command in a retail pharmacy, and there is not much excluded from the range. Some of the formulas to be submitted to you may seem undeserving a place in a formulary dedicated to ethical pharmacy and medicine, owing to the apparently insignificant character of their constituents or freedom from peculiarities demanding more than extemporaneous treatment. It should not be forgotten, however, that even the most simple mixtures of commonplace drugs may be made greatly more attractive and palatable by skilled, thoughtful manipulation, and thus rendered more acceptable to patient and prescriber. My first installment of practical information has to do with products finding their most extensive application in the approaching season of bronchial troubles. Our starting point is Syrup of White Pine Compound without Morphine. This is the formula of National Formulary, which we prepare in five gallon lots, without the morphine, as stated:—

To make Anodyne Pine Expectorant with Codeine, we simply dissolve 1.550 grammes Codeine Phosphate in 2000 C.C. of Syrup of White Pine without morphine.

For Anodyne Pine Expectorant with Heroin,

---

*Paper Read by Henry Watters at Halifax Meeting of the C.P.A.

Maple Buds
Cream Bars
Nut Milk Chocolate
Milk Chocolate Sticks
Chocolate Coffee Drops
Milk Chocolate Medallions

These are some of the lines that have made

COWAN'S

Chocolate Confections so popular both with the public and with dealers.

If you are not selling them try a sample order.

The Cowan Co., Limited
TORONTO, CANADA

Pepto-Mangan (Gude)
(Reg. U. S. Pat. Off.)

is *the one and only* absolutely uniform and unalterable solution of iron and manganese in the form of true organic peptonates. It is also *the one and only* preparation lawfully entitled to be known as "Pepto-Mangan," a valid trademark, which is our exclusive property. We respectfully request the trade to take due notice of these facts.

M. J. Breitenbach Co., New York, U. S. A.

GOLD MEDAL, ST. LOUIS, 1904
Grand Prize, International Exhibition, London, 1909

THOMAS TYRER & COMPANY, Limited
STRATFORD, LONDON, ENGLAND

EXCELLENCE "Sterling" BRAND RELIABILITY

SECOND TO NONE

PHARMACEUTICAL **Chemicals** INDUSTRIAL

MERCURIALS HYPOPHOSPHITES
SCALE PREPARATIONS BISMUTH SALTS ETHERS
PHOSPHORIC ACID
ESSENCES SICCATIVES ACIDS COLLODIONS

Dunlop Rubber Sundries

Tubing in all sizes, Rubber Brushes, Etc., Etc.

Also Mats and Matting for Store Floors.

Write for Our Price List of Druggists' Sundries.

DUNLOP TIRE and RUBBER GOODS CO.
LIMITED
Toronto, Montreal, Winnipeg, Vancouver
Victoria, London, Calgary, St. John, N.B.

SAL HEPATICA

REVISED PRICES FOR CANADA

Small	size, per doz.,		$2.85
Medium	"	"	6.80
Large	"	"	14.50

$20.00 lots less 5 p.c. trade discount
50.00 lots less 10 p.c. trade discount
Terms, 5 p.c. 30 days

BRISTOL-MYERS CO.
277-281 Greene Ave.
Brooklyn New York

Canadian Agents
LYMANS, LIMITED, Montreal
THE LYMAN BROS. & CO., Limited, Toronto

GASTROGEN TABLETS

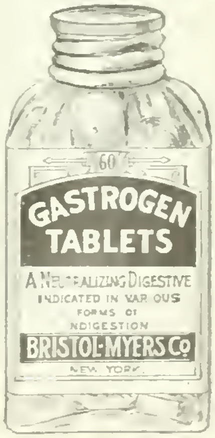
A Naturalizing Digestive

$4.00 per doz.

Through Jobbers

BRISTOL-MYERS CO.
277-281 GREENE AVE.
BROOKLYN - NEW YORK

CANADIAN AGENTS
LYMANS, LIMITED, Montreal
THE LYMAN BROS. & CO., Ltd., Toronto



"NO CUTTING"

Brick's Tasteless

Preparation of Cod Liver Oil

An advertised preparation at a non-secret price. **Over 100 PROFIT, and Price protected.**

On a $24.00 order as illustrated below we give a discount of **10%** and one half dozen free.

	Price to Druggists	Selling Price
2 doz. large BRICK'S TASTELESS	$16.00	$24.00
2 " small " "	8.00	12.00
½ " large " "	free	6.00
	24.00	42.00
10 discount	2.40	
	21.60	
5 cash 30 days	1.08	
	20.52	

DRUGGIST'S PROFIT, $21.48

The Brick's Tasteless Medicine Co.

TORONTO - - CANADA

The
Original
and
Only
Genuine

BEWARE
OF
IMITATIONS
SOLD
ON THE
MERITS OF

**MINARD'S
LINIMENT**

PAP SAG

Tablets

DYSPEPSIA

"The only way to cure a bad case of Dyspepsia is to take one or two Pap-Sag Tablets in a little warm water, after each meal. Not to observe this simple and easy rule is to remain depressed with all kinds of stomach disorders, such as Heartburn, Fetid Breath, Gastritis, Flatulence and Indigestion."

This advertisement will appear in all the papers.

We have no salesman on the road to take up your time.

Druggists will please order from their jobbers or direct at the following prices:

PAP-SAG (Dyspepsia Tablets)

1 Doz	4.50
3 "	4.25
6 "	4.25
12 "	3.75

The Pap Sag Co.

Montreal

we add five and a third grains Heroin Hydrochloride to sixteen ounces Syrup White Pine without Morphine.

Our chief application of plan of procedure is in the production of Syrup of White Pine Compound with Menthol, Eucalyptol and Honey. The proportions are conveniently handled in half gallon lots, as follows:

Codeine Phosphate	20 grains.
Dissolve in distilled water (hot)..	½ oz.
Menthol	80 grains.
Rub in mortar with Eucalyptol..	80 minims.
Mix with Honey	4 fluid. oz.

and sufficient Syrup of White Pine without Morphine to make 80 ozs. Shake all together.

This is a superior preparation of this favorite formula. We put it up for sale in five ounce panels to sell at fifty cents. Its the only size we put up. We find we can put more effective business talk into the half-dollar lines than into the lower-priced ones. We therefore concentrate our selling ability on this one cough mixture. Formerly we had a Menthol Cough Balsam, a White Pine and Tar Syrup, and a Syrup of White Pine with Eucalyptol and Honey, all in fifty cent bottles, but when the Proprietary Medicines Act came into force, we consolidated all of them into this one we are considering, and with most gratifying advantage. We place the names of all ingredients on label, with proportions of codeine and chloroform in each teaspoonful. In passing, it might be said we follow this throughout our preparations put up for sale. The other preparations named, we had made up for us with our store name. The single preparation we make from the formula given, and for some reason or other it possesses much greater selling power. If this were an essay on advertising force at the command of the retail druggist, I couldn't find a topic better suited to illustrate the splendid opportunity enjoyed by the druggist to turn his business ability and skilled training to profitable account. There's not one preparation can stand up before this one in the competition for the preference of the consumer if you believe in it as you should and guarantee its superiority over all other competitors with the persuasive power that any man can command who is in earnest. Our next formula is for

ELIXIR OF TOLU AND CHERRY COMPOUND.

A similar preparation is on the market under the name of Tolu and Cherry Cordial.

Tincture of Cudbear	50	C.C.
Soluble Tolu C.F.	120	C.C.
Fl. Ext. Ipecac	2	C.C.
Fl. Ext. Senega	4	C.C.
Fl. Ext. Squill	4	C.C.
Fl. Ext. Lobelia	2	C.C.
Syrup of Wild Cherry	107	C.C.
Ammonium Chloride	4	grammes
Alcohol 90 p.c	10	C.C.
Glycerin	10	C.C.
Water to	137.5	C.C.

Dissolve the ammonium chloride in 20 C.C. of water, add the syrup of wild cherry, mix the fluid extracts with the glycerin and alcohol, and tincture of cudbear and soluble tolu. Shake all together and add sufficient water to make 137.500 C.C.; let stand for a day, and filter till clear and bright.

ELIXIR OF CREOSOTE AND TERPIN COMPOUND

Terpin Hydrate	320 Grains
Heroin Hydrochloride	14 Grains
Glycerin	8 Ounces (fluid)
Alcohol 90 p.c.	16 Ounces
Beechwood Creosote	320 Minims
Elixir of Orange to	10 Ounces
Mix and dissolve and add Elixir of Glycerophosphates Calcium and Sodium	10 Ounces

ELIXIR DIGESTIVE HYPOPHOSPHATES.

Solution of Hypophosphates C.F.......	10 Ounces
Comp'd Digestive Elixir C.F.	10 Ounces

ELIXIR PEPSIN COMPOUNDS WITH GENTIAN.

Tincture of Calumba	½ Ounce
Tincture of Gentian Compound	½ Ounce
Elixir Digestive Compound C.F. to	16 Ounces

Mix.

ELIXIR OF PHOSPHATES AND CALISAYA.

The preparation of this combination presents much interesting and instructive experience. It would seem as if it might be a quite simple matter to bring together the elements of this structure. In practice, however, various conflicting conditions come into play which demand a nicety of treatment to ensure a desirable and attractive as well as serviceable exhibit of the drugs represented. In order to bring its manufacture within the reach of any and every pharmacist, and with the material found in every drug store, the following formula leaves nothing to be desired. It is compiled with the object of carrying in solution as much of the alkaline and calcium phosphates as is compatible with the alcohol present and with the cinchona salts required to represent the properties of the bark. We start with the Elixir of Cinchona (Calisaya) C.F. by adding ammonia in slight excess to separate the alkaloids. Then re-dissolve with phosphoric acid, observing to assure slight acid reaction. In this way we have an elixir of the phosphates of the cinchona basis with ammonium sulphate present as a serviceable by-product to prevent precipitation of calcium sulphate. The proportion of alcohol in the Calisaya Elixir is all that can be tolerated by the Calcium Phosphate. We have to choose in this combination between the phosphatic and alcoholic constituents for the final character of the preparation, and the phosphates being preferable from all points of view, we find physiological as well as chemical justification for the feeble alcoholic contents of our elixir. Here is the formula:—

ELIXIR OF PHOSPHATES AND CALISAYA.

Elixir of Calisaya Phosphate...	2 oz.
Syrup of Phosphates Compound C.F.	2 oz.
Syrup	4 oz.
Tincture of Cudbear	1 dr.
Oil of Bitter Almond	2 Drops
Distilled water to	16 oz.

Mix.

These preparations are not given or intended as imitations of popular remedies. They are presented as superior representatives of combinations of drugs finding a place in the armament of the physician. If you are content to be merely an imitator of what other people do or produce, you will be lacking in the higher idealism which should possess the ambitious searcher after improved service and consistent individualism. If you have none of the stirring imagination and practical confidence never divorced from the creative business initiative of the only individualism that should count, you will perhaps never be moved to assert your ability to produce articles of superior skill and merit. Once you have the confidence which accompanies self-reliant, reasonable and intelligent belief in your power to render service needed by physician and patient, you will recognize yourself as the only person trained and fitted to fulfill the function of producing ethical and trustworthy aids to the practising physician. The only reason that you have not taken your rightful place as his associate in the therapeutic treatment of disease is because you have not demonstrated that you are competent to produce the preparations demanded by his practice. Now you must tell him and show him that you are the only ethical and logical source from which these remedial agencies should come. These hints are pointed at you, and the formulas submitted that you may be encouraged to seize on an attractive side of your life pursuit and reap all the reward that is open to you if you will but discover and apply the possibilities they reveal to you.

FRENCH PHYSICIANS CONGRECATE AT SHERBROOKE.

One of the most striking exhibits at the Seminaire St. Charles, Sherbrooke, where the French speaking Physicians of North America recently held their fifth Congress—was that of Messrs. Burroughs, Wellcome & Co. It stood at the main entrance before one reached the "Grand Parloir" and contained many objects of interest to the Pharmacist. The 'Tabloid' Medicine Chests are well known, and here some of the most useful and comprehensive were displayed. Another attractive feature to be seen was the admirable 'Tabloid' First Aid Cases, ranging from the Aviators' No. 706 no bigger than a cigarette case, to such fully stocked equipments as No. 740 suitable for factories and warehouses where large numbers of people are employed.

It should also be gratifying to Frenchmen to find that the famous pill introduced so many years ago by their compatriot, Dr. Blaud, is still valued in medicine. It is difficult to conceive of a better form for this pill than the 'Tabloid' product issued by Burroughs Wellcome & Co. The old difficulty has been that owing to the introduction of moisture in the excipient of Blaud's Pills decomposition rapidly ensued. In 'Tabloid' Blaud pill, on the contrary, no moisture is used, and the result is that the finally divided ingredients are preserved intact until they reach the stomach, when the true nascent Carbonate of Iron is produced.

PLAYING CARDS.

Buntin, Gillies & Company, Limited, Hamilton, are calling attention to Fabrique Francaise, a new line of linen finish playing cards retailing at twenty-five cents, also a much larger line of Congress B. Grade Cards than they have ever shown before. Their range of Fall Goods is complete, including Score Cards, Tally Cards, Tissue Napkins, Writing Inks, Mucilage, etc.

This house has the Canadian Agency for the Parker Lucky Curve Fountain Pen, the best pen on the market, also the Vise Clip, the only perfect paper clip. Catalogue No. 10, containing a full list of School, Office and General Stationery, will be sent on request.

METHOD OF IDENTIFYING FLUIC EXTRACT OF CASCARA SAGRADA.

Kroeler has found that a filtered mixture of one part of fluid extract of cascara sagrada and nine parts of water yields at once turbidity with solutions of tannic acid, corrosive sublimate, iron chloride, ammonium molybdate, and acetic acid.

Fluid extract of buckthorn bark treated in the same manner remains clear; for instance, in 3 cc. of the above filtrate diluted with 6 cc. water and 0.1 cc. of solution of mercuric chloride (1.5) produces a turbidity followed by formation of an abundant yellow precipitate. Fluid extract of buckthorn is a common substitute for cascara and can be detected by the above method.

Mr. J. W. Houston, who is well-known to the drug trade, is doing detail work in Toronto for the Moyes Chemical Co., calling on both physicians and druggists.

The Imperial News Company, Ltd.

Toronto *Winnipeg* *Montreal*

The Pioneer News Agency for all British publications.
Orders filled with prompt despatch and accuracy, and at the lowest landed rates.
Sole agents for all **Harmsworth Publications,** London.
Read the New Children's and Woman's Encyclopaedias.
Specimen copies mailed gratis.

Apply to **The Manager,**
91 Church Street, - - **Toronto, Canada**

NO! THIS IS NOT AN ADVERTISEMEMT IT IS A "HORRIBLE EXAMPLE."

I put it here to show how NOT to do it.

And I let it stand from issue to issue for the same educational purpose.

Then, to make my paint unmistakably clear, I have purposely crowded into this cheap little space "copy" that should have a page.

This sort of thing costs very little per issue—and is worth it!

I despise "cheap" things, and if this thing (it isn't an advertisement) doesn't look cheap, I miss my guess. At that, it is better than the average "standing card" because it SAYS something.

I estimate that a full page advertisement is worth 40 times as much as an eighth-page "card" in its real advertising value; a half-page 10 times as much as an eighth; a quarter-page 3 times as much, and a 1-inch card, not only valueless, but an absolute damage to the financial standing of the man perpetrating it.

Let me tell you how I can help you make money out of real advertising in this splendid Journal.

Send for my tract "A Cure for the Card-Habit."

I hate to put my name to this awful thing, but here goes:

R. R. SHUMAN, Trade Paper Copy Specialist
440 Wells Street, CHICAGO

THE QUEEN HOTEL
Halifax, N.S.

FIREPROOF

Electric Passenger Elevator
Accommodation for 300 Guests
Forty Rooms with Private Baths
BUILT FOR YOUR SAFETY AND COMFORT

JAMES P. FAIRBANKS, Proprietor

A New Book **DRUGGISTS and DISPENSERS**

PRACTICAL SHOW CARD INSTRUCTOR

THIS book contains a thorough, progressive course of instruction for making all styles of show cards required by the **Up to Date Druggist and Soda Fountain Dispenser.** The alphabets and exercises for practice are presented in an easy and attractive form of graded lessons, fully illustrated in every detail. This book tells you how to get the best results, and then **shows** you how. You first read the way to do it and then see how it is done by the illustrations.

Everything is simple and easy to understand, showing how to begin, use of materials, and inexpensive methods for making an endless variety of high class show cards designed expressly for Drug Store and Soda Fountain use, and the same can be made at a fraction above the cost of common, blank cardboard.

The book contains fifty full page lettering exercises and **new show card alphabet charts** that are up-to-the-minute with practical instruction. **Over 200 show card and price ticket illustrations** are reproduced from plain rapid work to artistic designs. Many are finished with scroll and back ground designs in air brush effect, together with explicit instructions how to do the work in all branches in a neat and satisfactory manner.

This book will enable any Druggist or Dispenser to become an expert in show card publicity—the kind that attracts attention and increases business. The interior of every store and show window represents valuable advertising space of unlimited possibilities, and neat show cards are assistant clerks

Page size of book 5 by 9 inches, 112 pages ORDER NOW and get a copy of this new book Price $1, post-paid direct from the Publishers

Selling Agents:—THE CANADIAN DRUGGIST, Toronto, Canada.

SOLID ALUMINUM SCOOPS

Best Made--Will Last a Life Time

Three Sizes

No. 0—Size of Scoop,	6 x 3 inches	....	$ .70 each
No. 2— " "	9 x 5 inches	....	1.75 each
No. 3— " "	10½ x 6 inches	....	2.00 each

The Lyman Bros. & Co., Limited

TORONTO

You Can Hold Her Trade if You Sell the Best Silver-Cleaner on the Market

WONDER-SHINE has proven a wonderful remedy for tarnished silver. It gives a beautiful lasting lus're instantly.

And is Guaranteed absolutely non-injurious to the finest plate.

Every sale means a satisfied, permanent customer—a customer whose trade you hold.

Write to-day for sample package, full information and our new "Selling Plan."

We are spending $10,000 in advertising Wonder-Shine to your customers.

Make the first sale yours—have Wonder-Shine for the first call.

Your name on a post card will bring, by return mail, the sample package of

WONDER-SHINE

Household Convenience Company, Limited

TORONTO, CANADA

2708

Trade Notes

ALBERTA

P. A. Holmes has opened a new drug store at Calgary, Alta.

Harrison's drug store has commenced business at Calgary, Alta.

The Redcliffe Drug Co. has started a business at Redcliffe, Alta.

A. G. Thompson has disposed of his drug business at Staveley, Alta.

E. W. Hammond has opened a drug and jewelery business at Tofield, Alta.

C. J. Anderson is starting a drug and stationery business at Brant, Alta.

Gerow & Sutherland have opened a new drug business at Wainwright, Alta.

J. A. Smith has purchased the drug business of MacNeil & Co., Edmonton, Alta.

J. H. Purley has taken over the drug business of A. G. Thompson, Staveley, Alta.

The Alberta Drug & Book Co. have sold their branch drug business at Cardston, Alta.

In a former issue we stated that a Mr. S. P. Saunders had opened a drug store in New Norway, Alberta. This should have been Mr. A. M. Sanders.

BRITISH COLUMBIA.

E. Mann, of Prince Rupert, is opening a new drug store at Stewart, B.C.

J. Love, of Phoenix, is about to open a drug business at Fort George, B.C.

C. M. Pineo, of Alberni, will shortly open a branch drug store at New Alberni, B.C.

Albert J. Tyson has purchased the drug business of P. C. Thomas, North Vancouver, B.C.

B. Aarson will open a new drug store on the corner of Cook and Fort streets, Victoria, B.C.

Dack, Merryfield & Lermax have purchased the drug business of Marett & Reed, at English Bay, B.C.

J. H. Clements, Kamloops, B.C., moved into his new store, a short distance west of his former place of business.

Bourne & Pineo are opening a drug store on the corner of Gladstone Avenue and Fernwood Road, Victoria, B.C.

MANITOBA.

R. T. Hoskin, of Winnipeg, Man., has purchased the drug business of J. F. Cameron, Rapid City, Man.

G. Graham, of Treherne, has purchased the Rathwell Medical Hall, at Rathwell, Man.

Hubert Armsen has opened a drug business at Melita, Man.

M. E. Mylks has discontinued his drug business at Brandon, Man.

C. Hall, Sidney, Man., has disposed of his drug business at that place.

J. A. Gray has purchased the drug business of F. W. Berry, MacGregor, Man.

NEW BRUNSWICK.

Wade Drug Co., Ltd., have purchased the drug business of Dr. C. E. Main, Edmundston, N.B.

The Leger Drug Co., Ltd., of Moncton, N.B., has been incorporated, and will carry on business at that place.

ONTARIO.

R. J. Davidson, of Peterboro, is moving his stock to Delta, Ont.

C. D. Egar, druggist at Deseronto, Ont., is offering his business for sale.

W. H. Murty has taken over the drug business of A. D. Bruce, London, Ont.

Aldrid & Lester have purchased the Fordwich Drug Store at Fordwich, Ont.

B. J. Cook, of London, has opened a new drug business in St. Thomas, Ont.

A. M. Dow has purchased the drug business of G. A. Fraser, Thamesville, Ont.

F. A. Jacobs, druggist, of King St. East, Toronto, is closing his business.

E. M. Pemberton, druggist, of London, Ont., is said to be giving up business.

People's Drug Co. have taken over the business of J. M. Plaunt, druggist, at Renfrew, Ont.

W. J. Kent, of Ottawa, has purchased the drug business of H. S. Macdonald, Peterboro, Ont.

Dr. J. H. McDonald has purchased the branch drug business of E. R. Wigle, Lion's Head, Ont.

C. A. Lanspeary, Class '08, O.C.P., has purchased the drug business of C. Miller, Walkerville, Ont.

Parke, Ltd., druggists, of 786 Yonge street, will move shortly to their new store at 733 Yonge street, Toronto.

Wm. Fitzgerald, of Harriston, has purchased the drug business formerly carried on by S. Oldham, Bradford, Ont.

H. G. McIntosh has disposed of his drug business at 822 Queen St. East, Toronto, and not the store at Queen St. West, as given in our last issue.

The drug business of the late G. M. MacKendrick, at Kincardine, Ont., is advertised for sale by tender. Offers to be received up to 12th day of October.

QUEBEC.

Patrick McCormack has registered as carrying on a drug business at Montreal, Que.

The partnership of Peiler & McKenzie, druggists, of Montreal, Que., has been dissolved.

Dr. Raymond Hebere has taken over the estate of J. A. A. Filion, Maisoneuve, Que.

SASKATCHEWAN.

B. S. Elwin has started a drug business at Igema, Sask.

W. M. Iyel has sold his drug business at Broderick, Sask.

The Wild Drug & Spice Co., of Minneapolis, are opening a branch store in Regina, Sask. They will manufacture drugs and mineral water supplies.

ONTARIO COLLEGE OF PHARMACY.

The College opened its autumn session with an attendance of 79 students. The President of the College was in attendance the opening day, and addressed the students.

Amongst recent visitors to the College were Messrs. T. R. Gatenby, of Hamilton; B. F. Toblin, Detroit; C. A. Ramshaw, Arnprior; J. D. McCann, Hornellsville, N.Y.; and P. H. Morrison, an old College graduate, and at present buyer for Stearns & Co., Detroit.

Detective Grant paid a visit to Oakville, and laid a charge against Henry Jeffrey, a drug clerk in Dr. Fisher's store in that place. Jeffrey pleaded guilty before the police magistrate of keeping open drug store without a license, and paid a fine of $50, this being a second offence.

PERSONAL.

Mr. W. C. Haney, late of Haileybury, Ont., of the class '08 and '09, is now taking a course at the medical college.

Mr. Geo. O. Parker, of Los Angeles, Cal., and Mr. E. O. Ritza, Berlin, were callers at the college last week.

A DRUGGIST'S MISTAKE.

An unfortunate incident happened in Lucknow, Ont., when Miss Margaret Morrison Murray, of Detroit, Mich., who was visiting in Lucknow, died, it is supposed, as a result of an over dose of tartar emetic, which, it is stated, was given her in place of Rochelle Salts, which she asked for, in J. C. Armstrong's drug store in that town.

As a result of the coroner's inquest, Mr. Armstrong has been committed for trial.

D. D. D. BOWLING TOURNAMENT.

The D.D.D. (Druggists, Doctors and Dentists) Lawn Bowling Tournament was held on the beautiful lawns of the Granite Club on Sept. 1st and the following days, and was, as in previous years, an unqualified success. Over 100 bowlers took part in the tournament, and after three days' bowling, the winners of the different events turned out as follows:—

First Rink Competition—
- Dr. Edwards
- Dr. Piper
- Joseph McKenney
- Dr. Paul—Skip.

With the following Rink as runners up:—
- Andy Thompson
- Colin Campbell
- D. Wylie
- H. H. Chisholm—Skip.

Second Rink Competition—
- W. A. Hargreaves
- Harold Carnahan
- B. W. Woodward
- A. E. Walton—Skip.

Runners Up—
- Dr. Grieve
- Isaac Curry
- Dr. Frawley
- Dr. A. Shore

AN ENTHUSIASTIC BOWLER "CAUGHT IN THE ACT."

Open doubles for the Dixon-Wilson Trophies was won by W. J. A. and Harold Carnahan, with A. E. Walton and W. A. Hargreaves as runners up.

The prizes were both handsome and valuable in each competition, and a number of entries from cities and towns outside of Toronto were received. The annual meeting was held in the Granite Club's dining-room after lunch, on Tuesday, September 2nd, and the following officers were again elected:—

President—W. J. A. Carnahan, Toronto.
Vice-President—Dr. Burritt, Mitchell.
Secretary-Treasurer—W. B. Graham, Toronto.
Committee—
- C. McD. Hay, Toronto.
- D. W. P. Maclaren, Toronto.
- Dr. Wylie, Toronto.
- Isaac Curry, Toronto.

ACKNOWLEDGMENTS.

We have to acknowledge with thanks the receipt of an invitation from the Halifax branch of the National Drug & Chemical Co., Ltd., to the outing given to chemists of the Pharmaceutical Association in that city.

VAN VALKENBURG-CHALMERS.

Cards have been received announcing the wedding of Mr. Woodburn Merrill Van Valkenburg, druggist, of Brandon, Man., and Miss Elizabeth Jane Chalmers. Our best wishes are with the happy couple.

Science and Art
in
Wrapping Paper

Science is organized knowledge,
Art is doing or performing.—[illegible]

Your requirements we have studied thoroughly and systematically, hence we *know* your needs.

Our stocks are kept accordingly, hence we are known as the "Lightning Shippers."

Our representatives are wrapping paper experts.

A word from you places all our resouces at your command.

Write, wire, phone or call.

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Limited
"Lightning Shippers"
TORONTO

Paper—Rolls and Sheets.
All kinds and weights.

Toilet Papers,
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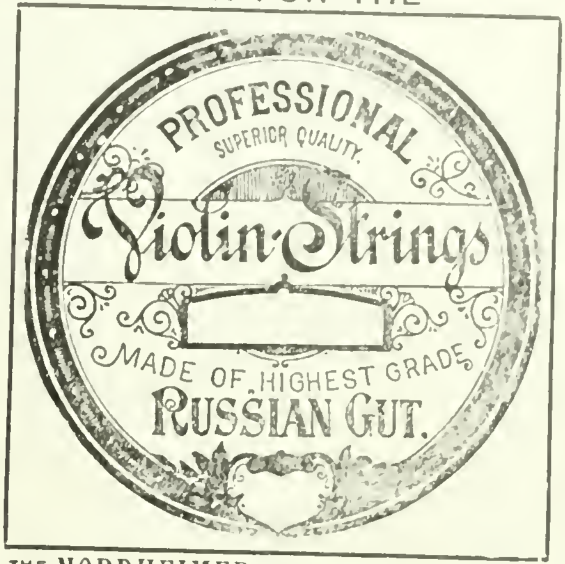
Established 1840
NORDHEIMER'S
The Representative Music House of Canada
Head Quarters for Everything in Musical Instruments
ASK FOR THE



THE NORDHEIMER PIANO AND MUSIC CO., LIMITED. Toronto
Mail Orders Have Our Prompt and Careful Attention

SUPREMACY!
The Lazy Man's Paper
Just Fix
No More Toning Worries
Lovely Tones from Sepia to Purple
Sole Canadian Agents—
THE DOMINION PHOTO SUPPLY CO., Limited., = 294 Yonge Street, Toronto
GOLDONA

Formulary

FOOT POWDERS, ETC. MAGOFFIN'S PERSPERINE.

Powdered talc	5 lbs.
Corn starch	5 lbs.
Boric acid	10 oz.
Oil rose	1 dr.

Mix the first three ingredients. Triturate the oil with two ounces of the mixture and then mix all together. Run through a No. 60 sieve at least five times. Marck's Report.

SALICO STERATE FOOT POWDER.

Salicylic acid	2 ozs.
Zinc stearate	1 oz.
Powdered talcum	10 ozs.

All finely powdered and mixed, and perfumed with compound tincture vanillin N.F.

FOR FETIT SWEATING.

Alum	6 parts
Common salt	3 parts
Sodium Salicylate	1 part

Powdered finely and mix. Tablespoonful dissolved in two quarts of water and used as a foot bath.

DR. BROCQ'S SOLUTION.

Solution formaldehyde	4 fl. dr.
Tincture Benzion	3 fl. dr.
Water	32 fl. oz.

Bathe the feet thoroughly.

A PERSPIRATION PASTE

Powdered starch	1 pound
Salicylic acid	150 grains
Mucilage of tragacanth	enough

NAIL OINTMENT.

To prevent brittleness of the finger-nails one of the following ointments is applied at bedtime:

1.	Oil of mastic	15 grams
	Sea-salt	2 grams
	Resin,	
	Alum,	
	Yellow wax, of each	1.5 gram
2.	Lanolin	10 grams
	Zinc oxide	1 gram
	Calcium glycerophosphate	1 gram
	Sodium arsenate	0.5 gram
	Pilocarpine nitrate	0.1 gram
	Extract of nux vomica	0.5 gram
	Cochineal	a sufficiency

The nails should be covered with glove-fingers when applying this ointment.—Nouveaux Remedes.

PHENOLATED CAMPHOR POWDER.

Phenol	2 ounces
Camphor	4 ounces
White liquid petrolatum	1 ounces

Dissolve.

Incorporate about 8 parts of above with 92 of purified talcum.

MENTHOLATED CAMPHOR CREAM.

White petrolatum	2 pounds
Paraffin	8 ounces
Camphor	3 ounces
Menthol	1 ounce

Melt and mix, pour into jars while warm.

TRAGACANTH CREAM.

Tragacanth	2 drams
Glycerin	1 ounce
Tincture of benzoin	2 drams
Borax	2 drams
Water	11 ounces

Perfume to suit. Other additions such as menthol, phenol, etc., may be made.

THEATRICAL FACE PAINTS.

White.

Prepared Chalk	10 parts
Zinc White	10 parts
Bismuth Subnitrate	250 parts
Asbestos Powder	10 parts
Expressed Pil Almonds	25 parts
Camphor	1 part
Oil Peppermint	5 parts
Perfume	5 parts

Pink.

Zinc White	250 parts
Bismuth Subnitrate	250 parts
Asbestos Powder	250 parts
Expressed Oil Almonds	100 parts
Camphor	55 parts
Oil Peppermint	55 parts
Perfume	25 parts
Eosine	1 part

Dark Red.

Same as above, coloring with solution of carmine.

Black.

Lampblack	1 part
Cacao Butter	6 parts
Oil Neroli	to perfume

Melt the cacao butter, add the lampblack, and while cooling make an intimate mixture, adding the perfume toward the last.

LIQUID VENEER.

A correspondent of the Pharmaceutical Journal writes that the following produces a brilliant polish on furniture, which leaves no finger marks and needs no rubbing:

Linseed oil	10 parts.
Vinegar	5 parts.
Hydrochloric acid	2 parts.
Amyl acetate Putty Powder	of each, quantity sufficient.

The amyl acetate is added to perfume the mixture, and the putty powder, according to the writer, is added as a "blind."

NATIONAL DRUG & CHEMICAL CO. EXHIBIT.

An attractive exhibit at the Canadian National Exhibition was that made by the National Drug & Chemical Co., of Canada, Ltd., of their well-known line of Na-Dru-Co goods.

This year a particular prominence was given to toilet articles, consisting of talcum powder, tooth paste, toilet soaps, shaving sticks, etc.

The policy of the National Drug & Chemical Co. is to put on the market medicinal preparations and toilet articles of such merit that the name Na-Dru-Co will carry its own recommendation and guarantee of quality.

That they have to a great extent attained the object which they set out to accomplish is evidenced by the demand which has sprung up for the Na-Dru-Co lines. It is debatable, however, whether the trade as a whole have realized the opportunity that has been placed in their hands to insure their profits for all time to come by assisting in making Na-Dru-Co goods standard throughout Canada.

Some years ago great efforts were made by various prominent retailers to stem cutting, and it was realized that only in one way could prices be maintained, and that was under the price protective plan. The retail committee waited on different manufacturers, and in asking them to put their goods on the price contract plan, pledged the retail trade to the promise that price protected goods would have their sympathy, and be pushed to the exclusion of all unprotected goods.

As a result, a few manufacturers put their goods on the price contract plan, but each claimed later that owing to their goods being put on the price contract plan, their sales fell away. If the statement that their sales were injuriously affected and lessened through the goods being put on the price contract plan was correct, then what was the cause? Did the retail drug trade as a whole not carry out the pledge made by their committee to push protected goods in place of unprotected goods, or was it owing to the fact that the personality of the retailer did not have the influence with the public that the retail druggist always states it has, or was it owing to the fact that the retail druggist is not a good salesman.

After getting one or two articles on the price contract plan, the committee soon realized that it would be slow work to get all articles on the price contract plan, and further than that it was going to mean very complicated work for the wholesale trade to handle goods on the price contract plan if a separate contract had to be got for each manufacturer's goods, so that the evolution of events soon brought the retail committee to the point of longing for a line of proprietary goods manufactured by one strong firm a line extensive enough to enable any retailer to carry on his business with this line alone and a line controlled by one contract. It was realized that the firm turning out this line must be sufficiently large and financially strong enough to protect each retailer in Canada from any cutter who might attempt to break the contract.

The retail trade have now got such a line in the Na-Dru-Co line, and the question once more raises itself are the retail trade taking full advantage of this magnificent line of goods, a line of goods which are the best and most attractively dressed on the market, a line of goods the quality of which is beyond doubt as fine as any on the market, a line of goods that has been most extensively advertised throughout Canada, and is perhaps the largest advertised line of goods of any to-day on the market, a line of goods that is being sold to the trade at prices which enables the retailer to make over 100 per cent. on cost, a line of goods whose selling prices are protected by a firm of great financial standing, thus ensuring to the retailer in years to come a competency in his business.

If it was necessary some years ago for such a line as this on account of the cutting, the necessity for such a line to-day is doubled and trebled on account of the devastating effect that the chain-store system has had in England, and also of the extreme competition of the co-operative stores in England, which two systems are now well started in the United States, and which two systems it is safe to predict will be in Canada before very long, unless steps are immediately taken to at once produce such a condition of affairs as to enable a firm of great financial standing to stand shoulder to shoulder with the retail trade, and thus prevent the introduction of the two pernicious systems that are now in existence in Great Britain and the United States.

The object of this article is to get each druggist to ask himself: "Is it in my interest to further the Na-Dru-Co plan, not only from the standpoint of present profits, but from the standpoint of providing myself protection from the troubles that are bound to come, and if the Na-Dru-Co plan is the correct one, am I acting towards the Na-Dru-Co proposition in a way that is true to myself and to my fellow-druggists: in other words, am I doing my full share in helping to establish the Na-Dru-Co goods, and at the same time making a big profit for myself for the present and for the future?"

TAKE TIME TO THINK.

It doesn't pay to be too busy. Unless a man has some time to think in a natural way about things in general he loses a great measure of mental growth. It is well to be active—a wholesome thing for every faculty of the mind. But as trees and flowers need both periods of rain and periods of sunshine, so men need to be sometimes busy and sometimes able to stop and think. Quiet thought is refreshing to the busy man.

A great many men in business do not at all appreciate this fact, however commonplace it may seem. They drive themselves or let themselves be driven by their work all day long, day in and day out, year in and year out. What time the have away from their work is often spent in endless round of social and pleasurable activities, leaving practically no half hour without its impending purpose, no time to stop and think and set their minds in order, no time to reflect or to let the mind act from impulses other than the purposes with which it is being driven continuously.

Such a man's mind gets into a whirl, revolving in a very small orbit, and making him oblivious to greater themes that lie wholly outside of the limited circle of his own strenuous activity.

On a strictly business basis, this does not pay. It deprives the man of thoughts and ideas that might open up new communities of immeasurable value to his work. Whatever clogs up things retards progress.—Exchange.

A SUCCESSFUL BUSINESS CONCERN.

Eleven years ago a very modest start was made in the manufacture of pharmaceutical preparations, etc., in Montreal, by Charles E. Frosst & Co. Starting out with a determination to make the goods of the firm known throughout the length and breadth of the Dominion, and not only known but esteemed for the excellent quality of the products, this firm is now occupying large premises on Lagauchetiere street, where their goods and laboratories are situated, and where the output has developed into large proportions.

The writer had the pleasure of a visit to these laboratories a short time ago, and was agreeably surprised to see the advance made by this firm within a few years. All over the Dominion, from Halifax, on the Atlantic, to Victoria, on the Pacific, Frosst's Pharmaceuticals are known to the trade generally, and have a reputation amongst physicians which ensures a demand for their various lines.

The aim of the firm is to have the "Frosst" label a guarantee of high standard, and every preparation is thoroughly analyzed and found perfect before being sent out. Therefore the label of this firm carries absolute confidence with it being not only a proof of purity, but also of accuracy in every minute detail.

One of the special lines prepared by this firm is their "Perfected Bland Capsules," made of true Ferrous carbonate, and put up in ethical packages containing 100 capsules each.

Frosst's Soluble Capsules No. 69 of Glycerophosphates are another specialty of this firm. These capsules are encased in the finest soluble gelatine, and contain no alcohol, sugar, or excessive acids, which are so objectionable in many elixirs and solutions.

If you are not already handling the goods made by Charles F. Frosst & Co., write them and we believe you will be interested. They make a complete line of all pharmaceutical preparations, and will gladly forward a list on application

PROFIT-PAYING PREPARATIONS.

Elsewhere in this issue will be seen the advertisement of the Cambria Drug & Mfg. Co., of Johnstown, Pa., who are introducing their two special preparations in the Canadian market, namely, Dr. Vida's Pain Expeller and Carpathian Herb Bitter Wine.

This house is making a specialty of proprietary articles which appeal particularly to the foreign element of the population, principally the Slavish, Polish and Hungarian, and they have in preparation a 70-page almanac in these languages for distribution amongst the drug trade.

The Pain Expeller affords an opportunity for a very large profit, much more so than on this class of goods usually sold, and it would pay druggists to exploit these lines.

The firm's price list will be mailed to any prospective customer upon receipt of a post card, and it would be well to get in touch with the manufacturers at once, as a profit paying specialty of this kind is worth handling.

The business was incorporated in 1909 and the General Manager, Mr. George Lee, was formerly in the retail drug business at Middletown, Delaware.

Don't Be Carried Away by the "Cheap" Soda Fountain Craze

A WAVE of *cheapness* is now sweeping over the soda fountain industry.

A multitude of firms are going into the business who, in their ignorance of the science of refrigeration and the art of construction, are fighting to see who can get to the *bottom* of the price list.

They are only digging their own graves—in the same sad cemetery where scores of others are buried.

They *forget,* and *you* must *remember,* that the first cost of a fountain is not its real cost—that it is not pictures and promises that make a soda fountain; but the *performance* of that apparatus, through heat and cold, rush and lull, for many years.

So we warn you to look *beyond* first price: To buy a fountain as you would hire a man—for its *earning* power, rather than its mere purchase price.

The Liquid Iceless

is absolutely the most economical soda fountain built today.

Not because we *say so,* but because it *is* so and has proved itself to *be* so for thousands of dispensers.

There are plain, easily understood mechanical reasons for this fixed fact.

Let our salesman explain them to you more frankly—in detail.

Get in touch with the nearest Liquid Branch. Use the coupon.

"The Liquid" Carbonic Company

JACOB BAUR
Pres. and Treas.

CHICAGO New York Boston
Pittsburg Cincinnati Milwaukee Minneapolis
Atlanta St Louis Kansas City Dallas San Francisco

The Liquid Carbonic Company

Please tell me more about your 1911 Liquid Iceless. Write or send your salesman.

*Name*________________________

*Town*______________ *State*________

Can. Drug., Sept., '10.

Photographic Supplies

UNITED PHOTOGRAPHIC STORES LIMITED

ENSIGN Cameras and Films
Imperial Plates
Wellington Goods
Regal, Banner Plates

YOUR CUSTOMERS WANT THEM !

FILMS

WHY NOT SUPPLY THEM ?

Distributing Agents :

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OPTICAL EDUCATION BUSINESS AND SUCCESS

TO DRUGGISTS WHO WISH A LUCRATIVE OPTICAL PRACTICE

WE OFFER

Our Instructors come to you. Teach you the science. Establish a business which yields magnificent profits. You get the knowledge, optical patronage of your locality and all future business without spending one dollar. Write for particulars.

Empire College of Ophthalmology, Ltd., 358 Queen St. West, Toronto

THE CANADIAN COLLEGE OF OPTICS.

OUR CORRESPONDENCE COURSE IN OPTICS has been such a success that we would like you to know what those who have taken it have to say. Correspondence Courses can begin any time. The same diploma is given correspondence students as class room students. Write for full particulars to **W. E. HAMILL, M. D., Oculist, Janes Building, TORONTO.**

Farmer's "Baited" Rat Paste

The most reliable and safest RAT POISON which has yet been introduced. Destroys Beetles, Crickets, Mice, Cockroaches and all vermin.

It is put up in COLLAPSIBLE TUBES selling at fifteen and twenty-five cents each. Prices to the trade 80c. and $1.50 per dozen. Order from your jobber, or direct from the sole agents,

THE SUNDRIES IMPORT COMPANY
1 Augusta Ave., Toronto, Canada

CHOCOLATES.

The goods manufactured by the Cowan Co., Ltd., Toronto, are so well-known and their reputation so well established that it is perhaps unnecessary to say more in regard to them than to refer to the special lines which they are advertising in this issue.

Maple Buds, Nut Milk Chocolate, Chocolate Coffee Buds, and Milk Chocolate Medallions are only a few of the lines which are popular sellers with the drug trade, and should be included in the stock of all druggists who handle confectionery.

GRAPE JUICE.

The popularity of E. D. Smith's Grape Juice is shown in the large demand which has been made for it during the present season, and without doubt the secret of it is the purity and excellence of the article, which has been recognized by the public, and from which the trade has benefitted.

Made as it is from fresh ripe Concord grapes, without any adulterant or preservative whatever, it furnishes a delicious drink, which is both palatable and nutritious, and presents an ideal tonic.

This firm are the manufacturers of a full line of fruit syrups and crushed fruit juices.

Smith's Grape Juice should have a prominent place in every druggist's stock.

PERFUMES.

Amongst the many interesting exhibits at the Industrial Exhibition held at Toronto was that of perfumes and toilet articles manufactured by the Sovereign Perfumes, Ltd., Toronto, whose display was greatly admired, and the high quality of the goods was acknowledged by all who had the pleasure of testing them. These lines have a reputation throughout all the Provinces of Canada, and druggists who have not already placed their orders for their holiday supply should do so without delay. They sell and give satisfaction.

WRAPPING PAPER.

This essential article in every drug store is one of more than ordinary importance, as there is a vast difference between good and inferior, in wrapping papers.

A full line of papers is carried by Douglas & Ratcliffe, Toronto, who also make a specialty of toilet papers, and other goods in demand amongst the drug trade.

HUYLER'S CONFECTIONERY.

Anyone who visited Huyler's display in the Manufacturers' Building at the Canadian National Exhibition was well repaid, as it gave a good idea how Huyler's packages of confectionery should be displayed so as to attract customers.

There is much meaning in the phrase: "A man is known by the candy he sends," for one is often judged by the quality of their gifts. It pays to get the best, and connoisseurs have always preferred Huyler's candies, cocoa and chocolates to all others, on account of their purity, and that real chocolate flavor being present in such a marked degree, resulting from the use of only the highest grades of cocoa beans, scientifically blended, without addition of any adulterants or fillers to reduce cost of production.

Two very interesting things in the exhibit were a working model of improved machinery used in the manufacture of Huyler's cocoa and chocolate, and an illuminated model of the Metropolitan Tower, New York City, featuring Huyler's Metropolitan Chocolate, which is sold in five and ten cent cakes, and is the smoothest chocolate manufactured. High-class confectionery attracts the very best customers, and druggists are doing a wise thing when they handle only the best, and give proper attention to displaying same in the right way.

CLEAR COUNTER SERVICE—SOMETHING NEW.

The whole soda water trade will be interested in an announcement made on another page of this issue by the Liquid Carbonic Company, of a

SELL SEEDS THAT FEED—
SPRATT'S
MIXED
BIRD SEEDS
Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

radically new type of fountain that that Company has just perfected and is now placing on the market. We are not given explicit details as to the mechanical construction of this outfit, other than the important fact that it does away with the draft stand.

Manifestly, this accomplishes an important saving in ice because it avoids the loss of refrigeration that is inevitable in any draft stand, owing to the fact that a draft stand is above the counter, where it is constantly played upon by air-currents, and where it is impossible to refrigerate the pipes in the interior.

From a dispenser's standpoint, also, the new type of fountain will be welcome, because it means a short, waist high reach to the faucet, instead of the slower, more tiring, shoulder-high reach to the faucet of an elevated draft stand. There is also an advantage in having a clear serving counter, free of all obstructions.

PINEX.

An interesting recent recruit to the ranks of Canadian manufacturers is the Pinex Co., of Ft. Wayne, Ind., who have established a branch at Toronto, where their pine-tar cough remedy, Pinex, will be manufactured for the Canadian trade.

Pinex is a rather unique proposition among proprietary remedies. It was designed by a pharmaceutical chemist in Ft. Wayne to take the place of countless home-made remedies, devised and used by housewives to cure coughs. Pinex sprang from a desire to wipe out calls for 5 cents worth of glycerine or horehound tea or licorice, or something else, and convert that sort of trade to something which would pay the druggist a better profit.

To meet the purpose, it was necessary that the thing that replaced these housewife home-made remedies should itself have a home-made feature. Pinex has it. The user dilutes a 50-cent bottle of Pinex with strained honey or granulated sugar syrup and makes an attractive quantity of cough syrup.

One would naturally think that with a goodly amount of this cough syrup in the house, the buyer would not soon need more; it looks like a slow "repeater." But the fact is that Pinex "repeats" to such an extent that it has attained a very heavy sale all over the United States. This is undoubtedly due to the fact that the average person who has a liberal supply of any article of moderate cost does not feel the need of practicing strict economy with it and uses it on many occasions when he would ordinarily try to do without it.

In this way Pinex has sold in large quantities in the States to a class of people who are not buyers of ordinary manufactured cough remedies —people who have cough remedies of their own, and seem to enjoy the trouble of preparing them.

The progress of Pinex in the States may be interesting to the druggist in Canada, where it will be advertised this fall and winter. The initial advertising started only four years ago in one State, since when it has spread all over the States, made possible, of course, by heavy sales. It goes without saying that no such article could make a similar record unless it had appealed strongly to its kind of customers, and had the merit to back it up. A good plan may insure early sales, but is too good a thing to waste on an article that lacks merit and won't "repeat."

The establishing of a manufacturing branch in Canada, without the usual preliminary "tryout," evidences the fact that the Pinex people anticipate a good business here, and not a short-lived business, either.

Pinex is compounded of Norwegian Pine-tar (in a soluble state), guiaicol, and several other ingredients. It is guaranteed to every user by the Pinex Company on a money-back basis. The sale is also guaranteed to the druggist, unsold bottles being returnable at any time. It is handled by all leading jobbers from coast to coast.

INITIATIVE.

What we call initiative in a business man is called skill in a great surgeon. It is knowing the next move and making it at the right moment.

Some of us are so afraid that what we have will get away from us that we wrap our one talent up in a napkin and keep it. And we have that always—but we never add to it.

Ability in nine-tenths of the cases is developed, not born. Some men are developed beyond the stage of others because they have had the application to make themselves do it. Men who possess ability are those who have studied to get where they are.

THE MARTIN, BOLE & WYNNE CO.
WHOLESALE DRUGGISTS
AND IMPORTERS OF FINE DRUGGISTS' SUNDRIES
Corner of Princess and Market Streets . WINNIPEG, MANITOBA

COMING WEST?

SHOULD you desire to come to the great North-West either to engage in the drug business for yourself, or to take a position as a clerk, we may be able to assist you.

We are constantly in touch with every section of Western Canada and we shall be glad if we can be of service to any one, desiring information, as to location, etc.

We know of several good drug businesses for sale. Cash required to handle runs from $[illegible],000 to $5,000, also know of a number of good openings for Doctors to handle drug store and practice combined.

Write Us

DRUG REPORT.

Toronto, September 23, 1910.

Business is good. Linseed is very high, and is still advancing. As a consequence, linseed oils are higher than for many years. Turpentine and resins are very high in price. Glycerine is very firm and no lower values in sight. Contracts are being made for 1912 at present figures. Acid tartaric and Sal Rochelle Cream Tartar are all higher. Buchu leaves, and in sympathy, the Old Ext. and Elixirs containing Buch are much higher. Norway and Newfoundland cod-liver oil have advanced and are likely to go up higher. Tonquin Beans, very much higher; the Para that we are accustomed to sell about $1.00, are worth $2.40. Honey is a little higher in price for a pure article.

A WEATHER INDICATOR.

A very striking weather glass, in the form of pictures, can be made as follows, says the Drogisten-Zeitung: In 30 parts of warm water dissolve one part of gelatin, and add to this solution 10 parts of cobalt chloride, 5 parts of common salt and 0.5 parts of glycerin. This is spread over the back of a diapositive showing a landscape (one with a large expanse of sky is to be preferred). When the coating is dry the picture is framed and hung in a window. The cobalt chloride in the coating changes its color according to the humidity of the atmosphere; a blue color indicates dry air and fair weather, rose red great humidity and rain.

Beautiful effects can be produced by using more than one coloring substance. For the sky the above mentioned cobalt solution is employed; for fields and roads a solution composed of 10 parts of gelatin, 1 part of copper chloride and 10 grams of water; for trees and meadows a solution of 20 parts of gelatin, 200 parts of water, 1 gram of cobalt chloride, 0.25 gram of copper chloride, and 0.75 gram of nickel oxide. In clear weather a landscape diapositive coated with these solutions will exhibit the sky blue, fields and woods yellow, trees and meadows green, while in rainy weather the whole assumes a grayish tone.

We are inclined to think that one or two diapositives, obtainable at any photographic dealers, and in many art stores, colored according to the foregoing method, and hung up in the druggist's window, would make a very striking display that would draw people into the store.

Business-Opportunity Notices

For Sale, Exchange, Help Wanted, etc., 50c. for 25 words or less; subsequent insertions 25c. Send cash with order.

FOR SALE

Drug Store for Sale, central location; large city; good opportunity. Apply box 81, Canadian Druggist, Toronto, Can.

For Sale—Drug business in Northern Ontario County Town. Stock and fixtures about $3000.00. Good reason for selling.
Box 25 Canadian Druggist, Toronto.

Retail Drug Store in the village of Rock Island, Province of Quebec, doing good business. No competition. Carried on by present owner 35 years. Will sell or rent building—stock $3,000. Apply to
J. T. FLINT, Rock Island, P. Q.

PARTNER WANTED

Wanted—a Partner, with five thousand dollars, to go with an equal amount or more to start a live Drug and Stationery Business in a western city.
Address, "Graduate,"
1300 Retallack St.,
Regina, Sask.

Wanted—A salesman, an independent preferred. One who knows the Ontario and Eastern Canadian trade; can take the sales agency for an American proprietary article that is well introduced in the Dominion. Must be a first-class man, willing to work on commission, and able to supply satisfactory references. Address, P.O. Box 795, Des Moines, Iowa, U.S.A.

M Co. REG. TRADE MARK

YOU DO NOT ALWAYS GET THE BEST VALUE
WHEN YOU PAY THE HIGHEST PRICE

M Co. REG. TRADE MARK

We Offer a Line Which is Unequalled in Value

ONE OF OUR

MAPLE LEAF SPECIALS

The EAREZ Frame and Mounting

1-10 12k FRAME - $10.80 per dozen
1-10 12k MOUNTING - $10.40 per dozen

Ear-ez TEMPLE satisfy your customer because they are soft and easy to the touch and cannot cause soreness yet they hold the spectacle firmly in place.

Michigan Optical Co., Ltd., TORONTO 20 Adelaide St. W.

We Excel in Prescription Work with Best Appointed Plant in Canada

NATIONAL FORMULARY

Of all the reports of committees of the various branches of the A. Ph. A. that made by the City of Washington branch is the most sensible and comprehensive and we see no recommendation in their list but what we heartily endorse, says the Pacific Druggist. The following principles were endorsed by the committee:

Nomenclature: No name should be used which misleads in any particular.

Standards: It is believed that it would be preferable to have a definite standard prescribed, when practicable, for each product recognized.

Division of Book: It is unwise to divide the book in two parts.

Introductory Notes: The National Formulary should include useful introductory notes, comments, etc.

Metric System: The Metric System alone should be employed in giving the quantity or proportion to be used in preparing the various products.

Medicinal Tipples: All products bearing any form of stigma characterizing tipples should be eliminated.

Saccharin: The use of Saccharin as a sweetening agent for N. F. products should be discouraged.

Pills: The general direction for making and coating pills should be continued if it is found practicable to present the matter in an intelligible form.

Artificial Coloring: The artificial coloring of official preparations should be discouraged; it is desirable, however, to introduce one or more formulas for preparing coloring solutions to be used when called for by prescriptions.

Preservatives: Preservatives other than alcohol and glycerine should not be used in pharmaceutical preparations.

Basic Elixirs: The introduction of several select basic elixirs is recommended.

Proprietary Medicines: Formulas intended to produce an imitation of some proprietary product should not be included in the National Formulary.

Supplements: Supplements, corrections, and additions should be issued as the progress of pharmacy and medicine may demand.

Agencies Wanted.

Traveller with good connection in drug and stationary trade, of Winnipeg, would like to represent a few good houses, on commission.

Apply L., Post Office box 1965,
WINNIPEG, MANITOBA.

Instant Delivery

OF

HOWARDS'

Packed Goods

The following original packages of Howards' unrivalled British Chemicals are always in stock in Howards' Montreal Depot, ready for instant delivery to your Jobber.

---

1 lb. Cartons Acid Boric Pure Pulv. and 170 Mesh.
1 lb. bottles Ammon Carb. Resubl
1 lb. Cartons and 7 lb. pcls. Bismuth Carb.
“ “ “ “ Salicylas
“ “ “ “ Subnit
7 lb. pcls. Calcis Carb. Praecip.
7 lb. boxes Camphor, 4 oz. Tablets.
1 lb. tins Camphor, ½ oz. and 1 oz. Tablets.
1 oz. and 1 lb. bots. and 1 lb. tins Ferri et Quinin. Cit.
½ lb., 1 lb. and 7 lb. pcls. Hyd. Ammon.
“ “ “ “ Perchlor.
“ “ “ “ Subchlor.
“ “ “ “ Oxid. Rub.
1 lb. bots. Magnes Ponderosa.
7, 14, and 28 lb. pcls., 1 cwt. kegs and 3 cwt. casks Magnes Sulph. (Epsoms).
1 lb. bots. Potass Acetas Gran.
1 lb. bots. Potass Citras Pulv. or Gran.
1 lb. Cartons, 1 lb. bottles, 14 and 28 lb. boxes Potass Iodid.
7,14,28 lb. pcls. and 5 cwt. casks Pulv. Seidlitz
1 oz. and 4 oz. bots. and 100 oz. tins Quinine Sulphate.
1 oz. bottles Quinine Hydrochlor.
“ “ “ Bisulphate.
“ “ “ Hydrobrom.
“ “ “ Salicylas Art.
“ “ “ Valerian
7, 14, and 28 lb. parcels and 5 cwt. casks Rochelle Salts.
¼ lb. boxes, ½, 1, and 7 lb. pcls. Sodii Bicarb.
1 lb. cartons Sodii Phosph. Pur. Gran.

It PAYS Pharmacists to handle reliable goods of the finest attainable quality.

HOWARDS & SONS, Limited

Stratford, London, Eng.

Here, Mr. Druggist

is one of the new Neilson advertisements that are appearing in the leading newspapers.

It's a dainty ad. about dainty chocolates.

It tells the people some of the facts about these "Chocolates That Are Different",—how they are made—and how good they are.

It's a new kind of advertising about a new kind of chocolates.

From the reports we have already received, this advertising is selling Neilson's Chocolates for a lot of druggists. Why don't you come in on this big advertising campaign and build up a chocolate trade that will be a money-maker every day in the year.

Write to day for full particulars.

Neilson's Chocolates

Fruit *is* fruit in the Neilson Candy Kitchens. Our flavors come from the garden—*not* the chemist's laboratory. *We use no artificial flavorings.*

Neilson's Chocolates are flavored with real Strawberries, Raspberries, Oranges, Lemons, Pineapples, Cherries, Peaches, Apricots, Black Currants, etc. prepared by experts in our own kitchens.

The best sugar cane in the world grows in the *East Indies.* In making Neilson's chocolate centres, granulated sugar refined from this best East Indian cane is used exclusively. A special secret process is employed for boiling our sugars and in blending the flavorings which makes Neilson's Chocolates improve with age. *You cannot buy a stale Neilson's Chocolate.*

Everything is done with one idea—to have Neilson's Chocolates different—better. They are!

33 different kinds 33 different boxes—of these totally different, delicious Chocolates. Try one box.

If you are unable to obtain Neilson's Chocolates in your vicinity, send us 80c, and we will send you a special package of the most delicious assorted Chocolates you ever ate.

WM. NEILSON LIMITED, TORONTO.

The propaganda for making the Canadian Formulary and its contents known to the physician is right, and should be encouraged, but only so far as it suggests preparations to be made by the pharmacist, and a help to the prescribing physician, and without any suggestions whatever as to their similarity to any advertised product.

The physician is naturally suspicious, and often justly so, when told that the article presented is "just the same" as the advertised article, which he has probably used, and once suspicion is aroused, confidence begins to be shaken, and nothing can be more disastrous than to have the confidence lost of either the physician or the public.

A RIGHT STEP.

The retirement of Mr. Huhn from the Presidency of the National Association of Retail Druggists of the United States, and the election of Mr. Guilford to that position is a wise one in face of the strong feeling which existed that no active member or officer of any corporation doing business with the retail drug trade should be elected as an officer of the N.A.R.D. It is generally conceded that it is much the wisest plan to have the officials of an Association of this kind or of our own C.P.A., consist of men who are engaged in the retail drug business, and hold no office in any syndicate or corporation who have dealings directly with the trade.

Such Associations through their executive and officers should be in a position to look only upon the retailers' side of any question, and to allow no personal enterprise to affect their actions.

PHARMACY ABROAD.

The International Congress of Pharmacy may now be looked upon as a permanent International Society. Provisional committees have been formed to discuss the preliminary details, and these committees will meet before long to take action. This is as a result of the recent congress held at Brussels, Belgium.

As will be noticed by the short report given elsewhere in this issue, the sale of proprietary articles, is a disturbing element in Pharmacy everywhere, and the recommendations made at this congress, although some of them, we believe, are impracticable, still they are all directed along correct lines. We look eventually for concerted action for the regulation of prices, etc., in the sale of these goods.

* * * * *

The President of the British Pharmaceutical Conference, Mr. Francis Ranson, F.C.S., in the course of his address at the recent meeting in Cambridge, amongst other subjects, touched upon the scope of the British Pharmacopoeia, and suggested that there should be in the future revisions, "a more direct recognition of Pharmacists, to embody more fully the results of Pharmaceutical Research in our National Pharmacy." He also said, that "in order to make the Pharmacy Imperial rather than National in character, it would also seem desirable that India, Canada and other colonies should appoint medical and pharmaceutical representatives who should also have direct responsibility in the revision."

* * * * *

Sweden is about to legislate in the matter of the sale of proprietary medicines, and legislation is proposed intended to define what is to be construed or admitted as medicines, and to put a stop to the sale of all "secret medicines." Also that all medicines placed on sale on the privileged list must have their contents stated on the label, and the price at which they are sold must not be higher than the price for the raw materials, which are fixed by the government. This latter seems an extreme step to take, and it remains to be seen whether legislation will go quite so far in the regulation of prices.

* * * * *

There appears to be some friction within the ranks of Pharmacy in Germany, consequent upon the formation of a new association by qualified pharmacists, and the association has presented a petition to the Prussian Department demanding that the sale of household remedies should only be by qualified pharmacists, and that druggists, who are not pharmacists, should be forbidden to sell this class of goods.

Druggists and pharmacists are two distinct branches of the craft in Germany, the one having permission to handle a certain number of household remedies, provided they did not constitute mixtures, etc., and the pharmacists are the dispensers, in addition to selling the usual line of goods.

A pharmaceutical census of Germany gives the total number of pharmacies, including branches, to be 6,127, being a pharmacy to nearly every 10,000 inhabitants. The total number of pharmacists is 13,425, consisting of 6,177 owners and managers, 3,736 qualified pharmacists, acting as assistants, or 809 assistants and 1,703 apprentices. These figures have been taken from the American Druggist.

* * * * *

Pharmacy in Servia is under the direct control of the government of that country. After obtaining a diploma, a pharmacist has to spend 5 years as assistant before he may make application for a concession as manager of a pharmacy for any place where only a single pharmacy exists.

The Government of Servia proposed a short time ago to make some alterations or reforms as to control of the pharmacies in that country. One of them being that the concession to keep open pharmacies would revert to the state on the death of the present holder, and in the case of private pharmacy this is to be bought up by the state.

This has been resented by Servian pharmacists, who have sent in a protest against any such reforms, and also against the continuance of the monopoly system.

* * * * *

In Norway there is one pharmacy to every 16,000 inhabitants. Physicians in the rural districts dispense medicine to some extent, but they are prohibited from doing so in the cities and towns, and in all other places where a pharmacy is convenient, but the proportion of medicines dispensed by physicians is very small, we are told.

On the other hand pharmacists are prohibited from prescribing. The prescription business amounts to about two-thirds of the actual business done. The pharmaceutical student must have first passed a high school examination, and then have 3 years apprenticeship in some drug store. After the third year service he is eligible to pass the first or minor examination, but he must again serve one year or more in a drug store. It is the rule after that to attend a course of study at the Chemical Laboratory of the Christiana University at the same time to attend lectures. The duration of this course is from one and a half to two years. After this he is allowed to try his final pharmaceutical examination, which entitles him to the consideration of the National Board of Directors whenever a new pharmacy is to be opened, or when there occurs a vacancy in any already established pharmacy.

YEAST PREPARATIONS.

To make powdered yeast, Keulemann ("Pharm. Weekbl.") directs that beer yeast be washed with water till the washings are colorless and free from odour. The yeast is then dried on a water bath and reduced to powder. The yield is 15 per cent. Extract of yeast is made by covering the washed yeast with three parts of boiling water and heating for fifteen minutes on a waterbath until a homogeneous mass results. Filter and again treat the residue with one part of boiling water; filter and evaporate the mixed liquors to a dry extract; yeast yields three per cent. of extract.

f the new Neilson advertisements that are

A MESSAGE FROM THE PRESIDENT OF THE C. PH. A.

Dear Mr. Editor: The Fourth Annual Meeting of the Canadian Pharmaceutical Association has come and gone. It has been my privilege to attend all four meetings. Each succeeding one has been better than the last, but this one bore eloquent testimony to the fact that the Association has already got a grip on its members. Interest has been awakened, enthusiasm has taken hold, and the "heather is on fire."

The large number in attendance, the excellent papers, the debating qualities always in evidence, and the extempore speeches at the banquet demonstrates most conclusively that the pharmacists are men of more than average ability, and that an association composed of such, must surely become a potent factor, not only in the interest of their chosen calling, but also in the good citizenship of the Dominion.

The meetings so far have been largely in the nature of organization. The foundation has been well and firmly laid. We have been most fortunate in having the wise direction of Mr. Gibbard, whose restless zeal is oozing at every pore; and Mr. Watters, whose polished manner and lofty ideals leave their lasting imprint on everything and everybody.

Mr. Tremble, with quiet dignity, has filled the trying position of Secretary-Treasurer with credit, and to his persistent efforts is due a goodly share of praise during the organization stage.

The Association conferred on me the honor of Presidency. I appreciate the mark of confidence and affection with sincere gratitude, and full realization of the responsibility attached.

I ask for the sympathy and co-operation of every member. I hope to make this a fruitful year for the Association, and when the roll is called at next year's meeting in Montreal we want two hundred members to answer "present."

To do all this, I ask the help of everyone.

If you have a word of cheer, let us have it.

If you have a complaint to make, let us have it.

If an idea strikes you, give us the benefit of it.

If you have a "grouch," get rid of it.

Talk C. Ph. A. at home, and in your Provincial Association.

And be at next meeting in Montreal.

Yours sincerely,

ROBERT MARTIN.

Regina, October 4th, 1910.

The Line That Leads To Paying Profits

The line that leads to big profits must necessarily be a leading line—one that is an assured attraction to the public—one that has name and fame in the world, and is in ever-growing demand.

Such a line is offered in Odol,

THE WORLD'S LEADING DENTIFRICE

Odol is stocked by All Wholesalers

Apply for prices and particulars for direct supply to:

Odol Chemical Works

59-63 Park Street, London, S. E., England

C. F. BOEHRINGER & SOEHNE

MANNHEIM, WALDHOF

MANUFACTURERS OF

"B & S" BRAND **COCAINE** "B & S" BRAND

Sulphate of Quinine and all other Cinchona Preparations; Ferratine, Lactophenine, Theophylline, Atropine; also of Acetanilid, Caffeine, Chloral-Hydrate, Codeine and its Salts, Cumarin, Gallic Acid, Glycerine, Phenacetin, Pyrogallic Acid, Resorcin, Strychnine, Terpin, Hydrate, Etc.

OUR REPRESENTATIVES FOR THE DOMINION OF CANADA

MESSRS. B. & S. H. THOMPSON & CO., LIMITED, MONTREAL

Special Export House for **OLIVE OILS** of the Provence and of Italy

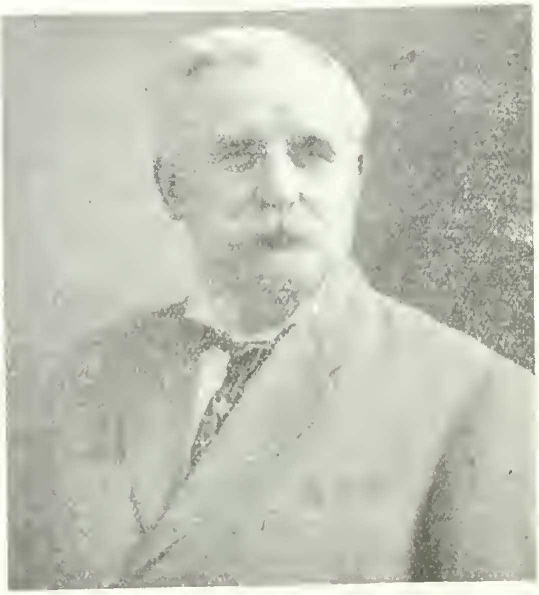
Registered Trade Mark: "LA MARIE LAURE"

Ancient firm, CH. SABATIER & CIE, Established 1876.
Successor, CH. **BENABEN** at Salon, France.

The firm guarantees their oils absolutely pure and furnishes a certificate of the Laboratory for each shipment.

Sole Agent for Canada **THOMAS REID** 9 St. Nicholas St., MONTREAL.

The Man Behind Major's Cement



A. MAJOR, President

Please bear in mind that our Rubber and Leather Cement is the same price at retail as at MAJOR'S, 15 cents. At all jobbers.

Established 1876

MAJOR MANUFACTURING CO.

461 Pearl Street New York City

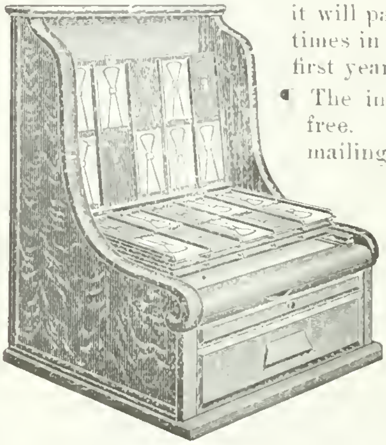
Why Haven't You One?

First and still the best.

- Have you put off installing THE McCASKEY CREDIT REGISTER because you are skeptical as to what it will do?
- Then learn this! Sixty thousand merchants in all parts of Canada, the United States and other countries say it

Saves { Time
Labor
Money

- We shall be very glad to prove to you that it will pay for itself many times in the course of the first year it is in your store
- The information will be free. Do your part by mailing a postal.

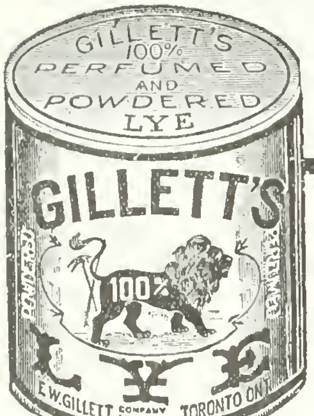


Made in Canada

Dominion Register Co., Ltd.

96-104 Spadina A.
Toronto, Can.

Just Read The Directions.



Retail Druggists

get familiar with the many uses of Gillett's Lye, and recommend it to your customers for making soap, cleaning of all kinds, and as a disinfectant—it's a sure trade bringer.

If your wholesale house will not supply you at lis prices, send order to us, and we will ship goods direct.

Awarded highest honors at all Expositions.

E.W.GILLETT COMPANY LIMITED
WINNIPEG TORONTO, ONT MONTREAL

Did You Ever Notice

that the druggists throughout the country who do the largest trade are always the fellows who are not afraid to buy enough of any good patent medicine in order to get a lot of free advertising.

On the other hand did you ever notice the shiney coat and frayed at the bottom pants on the man who is always knocking patent medicines and talking about the professional aspect of the drug business.

That ought to be enough to convince you of the wisdom of writing The Merrill Medical Co., Manufacturing Chemists, Toronto, regarding exclusive advertising proposition for

MERRILL'S RELIABLE FAMILY REMEDIES
THE ROYAL ENGLISH TOILET PREPARATIONS
MERRILL'S HOUSEHOLD NECESSITIES

Don't wait for a traveller. Write to-day

The Merrill Medical Co.

Merrill Building, Toronto, Ont.

PHARMACY IN GREAT BRITAIN

Opening of the New Session Walter Hill's Presentation Portrait Medicine Stamp Act Prosecution Manufacture and Storage of Spirituous Preparations Business in Drugs and Chemicals.

(From our London Correspondent.)

The opening of the winter session 1910-11 of the Pharmaceutical Society took place on October 5, and the event may be said to have inaugurated the new session's work of all the various chemists' organizations. An interesting program was carried out at the gathering at 17 Bloomsbury Square. Mr. J. F. Harrington, President, was in the chair, and he was supported by a large number of distinguished visitors. Professor Crossley, F.R.S., read the Dean's report on the School of Pharmacy, which showed that all the benches had been taken for the ensuing session. The Pereira medal established in memory of a former professor of materia medica at the School and $5, of books, presented in the name of Jacob Bell, one of the founders of the Society, were awarded to Mr. W. R. Pratt. The inaugural sessional address was delivered by Mr. David Howard, F.I.C., head of a firm well known to your readers Howards & Sons, Limited, Stratford. Discussing the methods by which pharmacists could combine practical knowledge with pure science, Mr. Howard expressed the opinion that the old rules were for pharmacy the true answer. Apprenticeship in most trades to-day was dead, which he thought meant grave detriment to those trades. He hoped that apprenticeship would never die as far as the pharmaceutical profession was concerned, because if trades could not afford to lose apprenticeship, professions could afford it even less. The real apprenticeship was far better, and no one should grumble if it meant a certain amount of drudgery, because how much of the life of the successful man, whoever he might be, was made up of drudgery, and how much of his success depends on his having been trained not to shrink from drudgery. He strongly urged that apprenticeship alone was not sufficient: it was necessary for pharmacists to undertake scientific study. If they learned the minimum of scientific knowledge, required to pass examinations and to start in practical work, how were they to manage when in course of time the requirements of life changed, and with it the requirements of knowledge. What was wanted in pharmacy was something quite different from that; pharmacists needed to learn the scientific grounds of their practical knowledge and the scientific method of study, and to learn how to think science. Proceeding, he pointed out what he described as a singular anomaly in relation to the production of the British Pharmacopoeia. In all other civilised countries the practical pharmacist had an official connection with the compilation of the Pharmacopoeia, but in Great Britain the production of the Pharmacopoeia was entirely in the hands of medical men, and he greatly feared that the real knowledge of pharmacology was not increasing among them.

* * * * *

The retirement of Mr. Walter Hills, after nearly thirty years connection with the Pharmaceutical Society's Council, led to the suggestion that a portrait of Mr. Hills should be hung in the Society's house, 17 Bloomsbury Square, London, by the side of other pharmaceutical worthies of days gone by. The proposal met with instant approval, and the sum of £150 was raised for the purpose. Mr. A.T. Nowell, of Kensington, was commissioned to paint the picture, and he carried out the work very successfully. The portrait was presented to Mr. Hills on October 5, together with an album containing the names of the subscribers, and Mr. Hills re-presented it to the Council of the Society.

* * * * *

A Cardiff trader has found to his cost that it does not pay to sell medicine liable to stamp duty without an Excise license. On September 27th, at Merthyr Tydfil Police Court, William John Bartlett, Cardiff, was summoned for an offence under the Medicine Stamp Act. It appeared that defendant sold a preparation called dandelion, under the fancy name of "Princess Head and Nerve Powder," said to be "prepared only by Professor Bartlett." The defendant had been in correspondence with the Inland Revenue authorities for some while, and he had been informed over and over again that the medicine was liable to stamp duty. In spite of that he had gone round the neighborhood disposing of the powder to a large number of small traders, representing that no license was required for its sale. All those people had disposed of the medicine had rendered themselves liable to the prosecution, but the authorities had felt disposed to treat them leniently, and to proceed only again the defendant. Evidence having been called, the defendant urged that he had considered himself exempt. He had never claimed any proprietary right in the powder, nor claimed it was a cure for any "complaint, malady or disease." Besides, he submitted, it was not a compound which constituted a "patent" medicine. The magistrate imposed the full penalty of £20 with costs.

* * * * *

The manufacture and storage in bond of spirituous preparations has formed the subject of an important discussion by the Chemical Section of the London Chamber of Commerce. Mr. John C. Umney presided over a large attendance of wholesale druggists and manufacturing chemists. The matter has a vital interest for the drug trade, and it appears beyond question that it is a pronounced hardship that manufacturers of spirituous preparations should be placed in a doubly difficult position in working with and storing duty-paid alcoholic preparations arising from heavy interest on capital and doubt as to regular maintenance of spirit duty. As to the former, thinks Mr. J. C. Umney, there could not be any division of opinion, for the interest on the relative values of duty-paid and duty-free alcohol involved a difference of interest represented by duty-paid against bonded alcoholic preparations. He asked, "Do we want power to manufacture and store in bond?" He thought the answer to this question must be a unanimous yes, provided that the conditions were not onerous, but all sufficient withal to protect the revenue. After full discussion, a resolution was passed "that this meeting is in favor of steps being taken to secure manufacture and storage of spirituous preparations in bond, and that the existing committee on the spirit question be instructed to pursue the matter."

* * * * *

There has been a marked improvement in business in drugs and chemicals since I last wrote, and this improvement is very welcome after the long period of dullness. As is usual when trade becomes brisker, the tendency of prices has been in an upward direction, and a number of more or less important alterations in value has taken place. Opium, after steadily advancing in price, is now somewhat easier, but it is not expected that there will be a decline in price for the present. Morphine, in sympathy with opium, had advanced slightly. After several small reductions in the price of codeine, the makers have advanced price by 10d. Perhaps the most important alteration of the month is the advance of 1¼d to 1¾d in the price of bromine salts, which has just taken place. The advance has been expected for a long time, and it is thought to be only the precursor to further advances. Glycerin is £5 dearer on the month, and higher prices may be expected at any moment. Cream of tartar and Tartaric acid have both been going up in price. Considerable business has been done in menthol at rising prices, and it is anticipated that 11s. per pound will be established shortly. Japanese Pepermint oil has advanced, but Buchu Leaves have dropped 25 per cent. in price.

TEACHING BUSINESS METHODS TO PHARMACISTS.*

By E. Fullerton Cook, P.D.

It is no longer necessary to defend a position which advocates and insists upon a thorough course in business training for the man or woman entering pharmacy. The tremendous advances as business men which pharmacists have made during the last ten years are amazing, and we face to-day a condition wherein there must be adopted a system of financing, managing, purchasing and selling, as applied to the retail pharmacy, equal in efficiency and economy to the best. The continuance of business life itself is dependent upon the pharmacist taking such a position.

Competition is constantly growing more keen; various commercial organizations among druggists are offering better buying methods; the journals are filled with plans for combinations, chain-store schemes, buying clubs, better management, advertising, salesmanship, etc.; but the retail pharmacist who has individuality and true professional skill, combined with sane and modern business methods, has little to fear from a purely commercial competition. It is with this conception of a pharmacist that emphasis is being laid upon business training as of equal importance with the scientific. The purpose here is to outline what such a course should embrace, and to illustrate with practical methods of teaching.

To outline every step which must be covered in the instruction is impossible in a paper of this scope. The details are too numerous. The following suggestions have been used during the past year and represent the development after 9 years of teaching these subjects. Starting some years ago with a course in double-entry bookkeeping as taught in commercial colleges, it was soon recognized that the time spent upon so elaborate a system was useless, and no retail druggist would keep a set of double-entry books unless his business was large enough to warrant the employment of a bookkeeper.

Gradually, therefore, the methods have been evolved, constantly striving for simplicity, efficiency, and practicability. At the beginning of the course, the student is asked to put himself in a position where he must face the questions that arise on entering business. Into his hands

---

*Read before the Commercial Section of the American Pharmaceutical Association Convened in Richmond.

E. MERCKS

E. Merck

Alkaloids, Extracts and Chemicals

for Medical, Analytical and Technical Purposes, are the STANDARD for absolute Purity and Reliability

Darmstadt

The Chemist's Safeguard:

Purity and reliability guaranteed by specifying the "MERCK" Brand

Food

The food that "Assists Nature."

Benger's Food can be prepared to suit any degree of digestion. Old and young, weak and strong, enjoy and benefit by it, and leading physicians prescribe it :—

A Doctor's Testimony.

"I am a thorough believer in the food, and have had many years' experience of its excellence."

Brought up on Benger's.

"I am sending you a photo of my three children brought up on your food, and I am greatly thankful for the benefit I have received from it."

Benger's Food prepared with milk is a complete food.

MANUFACTURERS: BENGER'S FOOD, LTD., MANCHESTER, ENG.

Benger's Food is sold in tins and can be obtained through most Wholesale Druggists and Leading Drug Stores.

SOUTHALLS'

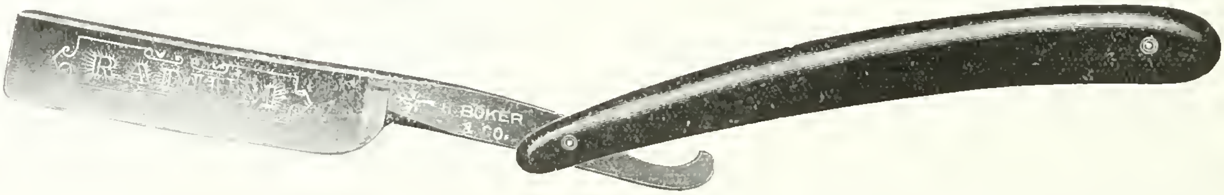
SURGICAL DRESSINGS

Absorbent Wools, Lints, Bandages, Gauzes and Butter Cloths, Aseptic and Antiseptic Dressings, Boric Lint.

Southall Bros. & Barclay, Ltd.,
Weavers and Bleachers,
Mills—Bromsgrove & Birmingham, England.
AGENT FOR CANADA—J. M. SCHEAK,
CARLAW BUILDINGS, Wellington Street West, TORONTO.

DEALERS FIND BOKER'S RAZORS FIRST CLASS SELLERS

H. Boker & Co's. "RADIUM"



Boker's Razors are recognized by Gentlemen as being the best razor for every day use, and to give the user the most satisfactory shave possible, which no other razor will do. These razors are tempered by a secret process, known only by the factory of H. Boker & Co. That's why they hold and keep their edge. When you buy a razor, buy the best—which is Boker's—and we guarantee that you will be more than satisfied with your purchase. Write for our free booklet, "Some Pointers for Gentlemen who Shave Themselves." McGill Cutlery Co. Reg., P.O. Box 366, Montreal.

THE THERMOS BOTTLE

**Keeps Hot
Keeps Cold**

Now Made in Canada

New Catalogue
Send for one to-day

Shows better profits for retailers. Every Bottle guaranteed to do what we claim.

Canadian Thermos Bottle Co., . Toronto

A few of Our Popular Cough Syrups, all very reliable formulae with Attractive Wrappers

Syrup Canadian Spruce, Balsam Aniseed and Turpentine, Home Health Cough Balsam, Balsam Aniseed, Wild Cherry Menthol and Chlorodyne, Menthol Cough Balsam, Tar, Tolu and Wild Cherry, White Pine and Tar, White Pine, Eucalyptus and Honey, Improved Cough Syrup, Baby's Own Cough Syrup, White Pine Compound, Hive Croup Syrup, Northern Spruce, Balsam of Linseed, Hallamore Expectorant.

Syrup Spruce and Wild Cherry, Menthol Cough Balsam with Ammonia Mur.

Write for prices.

THE TORONTO PHARMACAL COMPANY, LIMITED

TORONTO - - MONTREAL - - WINNIPEG.

ELECTRIC BEANS
CREATE RICH, RED BLOOD.
ARE A TONIC BLOOD MAKING BEAN.

"ELECTRIC BEANS"

ARE A BRACING BLOOD AND NERVE TONIC.

They are unequalled for Biliousness, Sick Headache, Constipation, Heart Palpitation, Indigestion and Anæmia. Those who are in a position to know what is "Best" use "Electric Beans."

ELECTRO BALM
FIRST AID TO THE INJURED
SO SURE IN ITS EFFECT ON ALL WOUNDS OF THE FLESH
NEVER YET EQUALLED AS A COMPLEXION BALM OR SKIN HEALER

"ELECTRO BALM"

CURES ECZEMA.

Also PILES, BURNS, SCALDS, CHAPPED HANDS and FACE.

Gentlemen use it after shaving. This Balm is handled by the best firms, and is highly recommended by those who have used it.

Write for sample and booklet of testimonials.

50c. a box, 6 boxes for $2.50 at all dealers or upon receipt of price from the ELECTRIC BEAN CHEMICAL CO., LIMITED, Ottawa.

are placed the facts concerning the purchase of a retail drug store, he being one of the parties to the transaction.

This opens for discussion the many factors which should be considered at such a time. The following questions are taken up :

1. Has the training and experience been sufficient to insure success ?

2. Would it not be better to become a manager until better experienced ?

3. What is the amount of available capital ? (a) Possible sources of capital. (b) Value of character. (c) Proved ability to save money. (d) Life insurance poilcy as an asset.

4. Is a partnership preferable to an independent ownership ? (a) Partnership. (b) Corporation. (c) Limited partnership.

If the conditions justify the buying of a store, the next questions considered are :

1. Is it desirable to secure an established business ?

A. If unacquainted with the store, investigate : (a) Neighborhood. (b) Former reputation of the store. (c) Amount of bona-fide business for preceding year. (d) Inventory of stock, with unbiased valuation. (e) Depreciation in fixtures. (f) Terms of the lease (a long term usually desirable). (g) Unpaid accounts.

B. Is it desirable to succeed to the business of a former employer ? (Although the points given in A must also be fully considered under these conditions, which have long been believed to be ideal, yet they usually answered themselves by the situation in which the man found himself.)

2. Should a new business be established ? If so there should be a careful investigation of the following :

A. The character of the neighborhood.

B. Terms of lease as to (a) rent : (b) time to run, etc.

C. Purchase of fixtures.

D. Purchase of stock.

E. Advertising new business,etc.

Having decided to go into business, there is next to be taken up :

1. How shall the payments be made ?

(a) Proportion of cash.

(b) Promissory notes ; their character and significance.

2. Relations with a bank.

A. Shall it be a national bank or trust company.

B. Opening an account : (a) Signature ; (b) depositing of cash and checks ; (c) stopping payment on checks ; (d) overdrawing accounts.

C. Check-book : (a) Drawing checks : (b) keeping balance.

D. Bank-book, or pass-book : (a) Balancing pass book : (b) paid checks returned.

E. Use of drafts.

3. Fire insurance : (a) Insure full value. (b) Have inventory. (c) Reliable company.

4. Credit : (a) Mercantile agencies. (b) With wholesale houses. (c) With banks.

5. Clerks.

6. Personal salary. This should be included among the regular expenses of the business and should be drawn systematically the amount depending upon the condition of the business.

7. Letter writing.

8. Mercantile license.

9. International revenue license.

10. Credit customers : (a) Advantages. (b) Caution in allowing credit. (c) Regularity in rendering bills. (d) Collections.

11. Purchasing supplies : (a) Stock-book or card-index catalogue. (b) Want-book. (c) Order blanks. (d) Price lists. (e) Quantity of discounts. (f) Value of giving attention to salesmen.

12. Paying bills.

A. Ten-day discount : (a) Good credit ; (b) best prices ; (c) independence. (d) money saved.

B. Borrowing from bank if necessary.

After considering these points the supposition is that the student has begun business, and the transactions for each day for a month are outlined, and then actually carried out. These include the opening of a bank account, the drawing of a lease, payment for the store in cash and notes, (the student making out the promissory notes), the employment of clerks and porter, payment of rent, mercantile license and internal revenue tax, by checks, the ordering of supplies from a number of different classes of dealers, the writing of letters to secure credit, to make corrections in bill, etc., depositing in the bank money received from sales, the payment of petty expenses, opening accounts and charging goods to customers, discounting and paying bills, the use of day-book, cash-book, check-book, and ledger, and the making out of bills for customers. These transactions are made to resemble as nearly as possible the conditions of business, and the bookkeeping up to this point is done exclusively by single entry. As part of the bookkeeping of an average retail drug store will consist in the main of the work already given, and as it can be satisfactorily handled by single entry, emphasis is laid on this part of the work to ensure efficiency in what will represent 98 per cent. of the bookkeeping required.

This portion of the work having been concluded, there follows the question of gross profit, net profit, resources, and liabilities. For the few accounts which are now considered, a double entry system is taught. Total amounts for the period covered, such as all money due from and also paid by, credit customers, all money received from cash sales, and all money paid out, are posted in the proper accounts in the ledgers. (All expenses should be carefully assembled, such as personal salary, rental, depreciation on goods, fixtures and building, (if owned), all losses, as breakage or uncollectable accounts, salaries, light, heat, insurance, etc.).

An inventory must be taken and this credited to the several accounts. Now a statement showing all profits and all expenses is made, thereby determining the net profit or loss, as the case may be, for the time covered. Usually a statement is taken from the double-entry ledger showing all resources and all liabilities.

Having completed a systematic method for keeping accounts, many of the modified forms are illustrated, and their value and application explained, such form as card-index ledgers, loose-leaf ledgers, the bill form of ledger, with carbon duplicate, Wray's ledger, the McCasky scheme, the cash register plan, Moore's systems, loose-slip account, etc.

Following the bookkeeping, lectures are given on general subjects, as insurance, legal papers, letter-writing, ordering goods, banking, business law, notes, drafts, transportation, advertising, State pharmacy laws, national pure food and drug laws, etc.

BEGINNING OF THE ANTITOXIN SEASON.

Pharmacists who have not already done so will be wise to order now their fall supplies of diphtheria antitoxin. With the opening of the schools, and the consequent intermingling of large numbers of children, there is always more or less demand for the serum, particularly as the product is used extensively as a prophylactic as well as a curative agent. There is an advantage, too, in being early in the field, thus prolonging the antitoxin season, which is ordinarly very profitable. Wisdom, of course, should be exercised in the choice of the brand to be carried. The druggist is in business primarily for profit. He should, therefore, choose a serum that is commercially staple, that has standing with physician, that is liberally advertised and retailed to the medical profession. Park, Davis & Co.'s antitoxin meets these requirements quite as well, perhaps, as any serum that might be suggested. It is produced in larger quantities than any other, is well exploited in the medical journals, and is doubtless the brand that comes first into the mind of the average Canadian physician when he has occasion to place an order. In this connection it is perhaps pertinent to remind the pharmacist that the Globulins of this company's manufacture are coming into extensive use, and that a few packages might well be included with his order for the regular serum.

BOOKS.

Introduction to the analysis of drugs and medicines. An elementary hand book for the beginner, by Burt E. Nelson, Laboratory of the Binghampton State Hospital, Chemist of the New York State Hospital, the Department of Health, etc. 12 mo. IX-384 pages illustrated, cloth $3.00 net, published by John Wiley & Sons, New York.

This book is published with the object of bringing together in an available form the ordinary used methods and tests which the student or analyist interested in other lines of work could only obtain from other sources, but which are really brought into one volume and treated in such a way that a student may understand them. The work is intended to be elementary in its character, and will be found of valuable assistance to the analyst or student who has not specialized in this work.

Amongst the subjects treated in it are ultimate inorganic and organic analysis, determination of molecular weights; common radicals; and chemical formulae; the analysis of chemicals generally; microscopical drug analysis, etc., etc.

The book may also be had at the Canadian Agents, The Renouf Publishing Co., Montreal.

A Text Book of Botany and Pharmacognosy intended for the use of students of Pharmacy, as a reference book for pharmacists, and as a hand book for Food and Drug analysts. By Henry Kraemer, Ph. B., Ph. D., Professor of Botany and Pharmacognosy and Director of the Microscopical Laboratory, in the Philadelphia College of Pharmacy, member of the Committee of Revision of the Pharmacopoeia of the United States of America, Corresponding Member of the Societe de Pharmacie de Paris, etc.

The fourth revised and enlarged edition of this book, which is illustrated with over 300 plates, comprising about 2,000 figures, has just been issued by the publishing house of J. B. Lippincott Company, Philadelphia, and contains a number of desirable changes and additions, which not only makes it more valuable in practice, but also increases its usefulness, as a text book.

The Botanical portion of the book has been revised by Dr. Theo. Holm, who has not only critically gone over certain portions of the work, but has also re-written a number of the articles.

The work is as in former additions divided into four parts, namely: Botany, Pharmacognosy, Reagents and Technique, and Micro-Analysis.

It is probably one of the best works published on the subjects, and is a recognized standard in the various schools of pharmacy. Price, $5 net.

INCREASE YOUR PROFITS

By Pushing the Sale of

NA-DRU-CO GOODS

PROTECT

YOUR PROFITS BY CREATING A DEMAND FOR NA-DRU-CO GOODS

NA-DRU-CO
"WHAT WE HAVE, WE HOLD"

INSURE

YOUR PROFITS BY ESTABLISHING THE SALE OF NA-DRU-CO GOODS

IMPORT BRUSHES are now arriving. We will make deliveries of import orders from now on.

NEW GOODS for fall and Xmas trade just to hand. Our salesmen will show you samples. Wait for them.

PERFUMES full stocks of the best makers.

NA-DRU-CO

TORONTO - HAMILTON - LONDON

VANCO

MERCURIALS IODIDES

Best Quality and Best Prices

Mercury Bichloride	Pottassium Iodide
Mercury Subchloride	Sodium Iodide
Mercury Oxide	Ammonium Iodide
Mercury Ammon. Chlor.	Iodine Resubl.
Mercury Iodide	Iodoform
Mercury Ointment H. and B. P.	

ALL MADE IN CANADA

Write for our Price List

CHEMICAL LABORATORIES LIMITED

148 Van Horne Street Toronto, Ontario

ANTIKAMNIA PREPARATIONS

REGISTERED U.S. PAT. OFFICE.

ANTIKAMNIA POWDERED

TABLETS

- ANTIKAMNIA
- ANTIKAMNIA & CODEINE
- ANTIKAMNIA & HEROIN
- ANTIKAMNIA & QUININE
- ANTIKAMNIA & SALOL
- ANTIKAMNIA QUININE & SALOL
- LAXATIVE ANTIKAMNIA
- LAXATIVE ANTIKAMNIA & QUININE

MADE ONLY BY

THE ANTIKAMNIA CHEMICAL COMPANY, St. LOUIS, U.S.A.

Get After It Now

MR. DRUGGIST—

You have in your town, Nurses, Physicians, Veterinary Surgeons, High School Students. They use certain lines of supplies which can be supplied by you, on which you can make a profit.

The Students use Botanical and Dissecting Sets. The Nurses use Dressings, Bandages, Cotton, Forceps, Scissors, Hypodermics, Ligatures, Charts, Enamel Basins, etc., Rubber Goods. The Physicians use about the same line of goods.

Get After This extra business. It will surprise you how much can be done We are specializing on such supplies and are in a position to handle orders promptly and carefully.

Surgical and Sick Room Supplies, Electric Batteries, Enamel Ware, Rubber Goods, Druggists' Sundries, Lister's Surgical Dressings.

The J. Stevens & Son Co.

LIMITED

145 Wellington Street West, TORONTO.

CONVENIENT FORMULAS FOR PREPARATIONS OF IRON.

By Francis Hemm, St. Louis.

President Missouri Pharmaceutical Association.

On page 57 of our proceedings for 1899 the author set forth good reasons for the adaptation of pharmacopoeial formulae to the convenience of the retail pharmacist. (quid. v.)

At this meeting I submit the formulae for what they are worth to the new revision committee, and I show you sample preparations made by same as recommended by J. Creuse and published in foot notes of U. S. D.

Liq. Ferri Subsulphatis.

Cryst. ferrous sulphate...	12 oz.
Sulphuric Acid c. p.......	1 oz. and 30 grs.
Potass. Chlorate powd....	310 grs.
Boiling Distilled Water...	10 fl. oz.

Evaporate to 12 fl. oz.

Filter.

Liq. Ferri Tersulphatis.

Cryst. ferrous Sulphate in coarse powder......	12 oz.
Sulphuric Acid c. p....	17 drachms.
Potassium Chlorate powd.	348 grs.
Boiling Distilled Water...	12 fl. oz.

Dissolve the *ferrous* sulphate in the boiling distilled water, contained in a porcelain dish or flask; slowly add the acid, then the potassium chlorate in portions; add distilled water enough to make 21 fl. oz.

Filter.

Note.—The chlorate of potassium must be sufficient to so completely oxidize the ferrous salt as to give a distinct and permanent brown reaction with a weak and freshly made solution of potassium ferricyanide on the other hand an excess of the chlorate must not be used:—

$$6\ FeSO_4 + 3\ H_2SO_4 + KClO_3 =$$
$$3\ Fe_2(SO_4)_3 + 3\ H_2O + KCl.$$

Liquor Ferri Chloridi

Iron wire, bright and cut fine.	125.0
Hydrochloric acid c. p...	680.0
Distilled water q. s.	
Potassium chlorate powdered. q.s.	
Total product	1000.0 Grams

Proceed as in U. S. P. process, using potassium chlorate a sufficient quantity to oxidize the ferrous solution in place of nitric acid.

Note.—Comparative experiments with chlorate of potassium and hydrogen dioxide solution are recommended.

HOT PERCOLATION.

A. Astruc, in the Journal de Pharmacie et Chimie, expresses his surprise that no one has thought of using hot percolation in the exhaustion of certain drugs, and he recommends this mode of extraction in certain cases, having found that it yields a higher percentage of active principle than is obtained by other methods. For this purpose a double-walled percolator is used, the space between the outer and inner wall being filled with warm water, which is kept at a temperature of about 80 degrees C. by heating with a small gas flame. The exhaustion of the drug is then carried out in the usual way with warm menstruum.

E. Capillery, who investigated this subject in his thesis work for the doctor's degree at the School of Pharmacy of Montpellier, gives the following figures, showing the percentage of the alkaloids present obtained by the various processes, the assay value of the alkaloids being taken as representing the total alkaloid present:

Process Employed	Pomegranate	Ipecac	Coca	Cola	Tea
Hot percolation	69	63	54	76	67
Decoction............	67	58	13	17	19
Maceration and decoction	67		..		
Maceration and digestion	63	.	.	.	.
Cold percolation...... ..	63	56	53	58	30
Digestion.......	50	46	50	30	35

OLIVE OIL.

The demand for olive oil, both as food and as a medicine, has in the past few years surpassed the wildest expectations of the manufacturers of a decade ago—and the end is not yet.

This is an article the demand for which can be stimulated almost indefinitely. It has merit and it is harmless, rarely used to excess, and possesses no reaction. The medicinal effect is absolute and not merely transitory.

Olive oil possesses a food value beyond almost any other article used as a food. It can be used by persons in delicate health as well as by the most robust. It is always safe and always valuable. It is indicated in practically all wasting diseases, in cases of malnutrition and in all persons of low vitality.

It is prescribed by physicians. It is recommended by the lay public. It is enormously popular as a strength-maker of self-medication. It has at once the selling qualities of a patent medicine and the virtues of a health food. The druggist can recommend it without fear to anyone.

Under such conditions it is not remarkable that the sales of olive oil have steadily gone up. It offers the drug store a chance to increase its sales right among its regular customers without having to draw upon the trade of someone else, which may be harder to get.

And still a very large proportion of your customers and mine do not yet realize the advantages to be gained from the use of olive oil in greater quantities.

The sale of olive oil for table purposes has until lately been largely in the hands of the grocers and provision dealers, and this has been partly because people naturally go to such stores for food products and partly because the grocers have gone after the business. The time has come for the druggists to get after the olive oil business in a way they never did before and get it.

One of the first necessities is for the dealer to find out what constitutes good olive oil. The fact that it is technically pure is not of itself an evidence of quality. Olive oil may be made from nothing but olives and yet be a poor article. There are olives and olives.

It is entirely believable that an oil might be part cotton seed, and even then be better than one made from poor olives. Just as one might make cider from the cullings of the orchard, gnarled and knotty little runts of apples, worm-eaten and partly decayed, and still call it pure cider, so one might make olive oil that would be of no higher grade, and yet call it pure olive oil.

If possible, one should buy the oil from a firm whose word is absolutely reliable, so that when they say their oil is made from selected olives, it can be depended on that such is the case. The best experts in the oil trade claim that the best oil is made from olives from the oldest trees. The older the trees the better the oil. Let the dealer take up the details of the manufacture of a brand of oil with the importers and find out just what he is getting so that he can recommend it to his customers right up to the limit. It goes without saying that a man who wants to boom the sale of any article ought to be posted on the history and uses of that article as well as upon the facts regarding its manufacture.

It is not necessary to go into the history of olive oil here, as that can be learned from any encyclopedia, but I am going to enumerate some of the uses of the oil for which it may be recommended in the advertising I hope you are going to do.

Uses of Olive Oil.

That olive oil is particularly valuable for stomach troubles, is indicated by the rarity of such maladies among the natives of the great olive oil producing countries of Europe. Eaten with food, olive oil is a great aid to digestion, and assists the alimentary canal in taking care of food throughout its length. The oil is itself a good cure for constipation when taken with regularity. It has to a great extent taken the place of castor oil. Olive oil is easily taken and easily assimilated.

When your joints get rusty and need lubricating, olive oil will do the business. You know of people of dry temperament physically, the lean and Cassius kind of folk, whose knee joints grate when they go down stairs. They have articular rheumatism in the knees, shoulders or hips. The synovial fluid that oils the joints is lacking. The use of olive oil internally will produce this fluid, and the application of the oil to the joints will help also. Recommend olive oil for rheumatism of all kinds. It oils up the dry joints and it increases the vitality where rheumatism is due to run-down systems.

For massage work there is no patent preparation that will exceed olive oil in results or in safety of use. It removes the wrinkles and it fills up the hollows and it is absolutely harmless. The olive oil users have little need for a beauty doctor to help them to retain their youthful appearance. The oil will do more for them than any other medium.

Olive oil applied well to the scalp and rubbed in thoroughly, washing the hair afterward with Castile soap, will prove one of the best of hair-growers.

For people who are afraid of appendicitis—and I guess that includes everybody who hasn't already been operated upon, and some that have—there is nothing like olive oil. It relieves their intestinal trouble and their minds too. It is the best of anything for this condition.

Then, too, you can recommend the oil for liver complaint, bladder and kidney diseases, tubercular affections, grippe, fevers, earache, burns, scalds, cuts and wounds. Beside these uses you know of many others that have developed in your own experience.

Having posted yourself on the making of oil, and its uses and its physical properties, the next thing is to stock up with a line that you can stand behind. The size of packages that you can handle depends upon competition somewhat. You must meet the grocers in price, quantity and quality being equal.

Personally, I do not carry a great variety, but the plan I follow seems to meet all kinds of competition squarely and successfully. I buy just one grade of olive oil. I believe it is as good as any in the market. I buy full quarts in tin. I buy jugs that hold a little over a pint. These are my original packages. The prices match the grocery prices for the quantity. For other sales I buy the five-gallon cans, and sell in bulk at a price for a full pint (fractions in proportion) that matches the grocery price of a short pint, bottle being included in the price given at all quantities.

I advertise and recommend that two sizes of original packages on account of the advantages stone jugs I recommend particularly as being light-proof and air-tight, and sufficiently absorbent to remove the invisible particles of humidity or moisture from the oil.

Displaying and Advertising the Oil.

Of course the window displays help sell olive

Established 1840

NORDHEIMER'S

The Representative Music House of Canada

UP-TO-DATE LINES
of
MUSICAL GOODS
Suitable for your
CHRISTMAS TRADE

Violins
Mandolins
Guitars
Banjos and
Autoharps

Write for our Illustrated Catalogue and Price List.

Nordheimer Piano & Music Co., Ltd.
15 King Street, E. - TORONTO

COWAN'S

LIQ. AMMON. FORT.

PURE

Agreeing Fully with all the Requirements of the B. P.

See that every Winchester carries our Signature
JOHN COWAN COMPANY, LIMITED

GLYCERINE, C.P., in cans and drums
BORIC ACID, Merck and English
CARB. AMMON. 5 lb. and 10 lb. cans, kegs and casks
CHLOR. AMMON., kegs and casks

JOHN COWAN COMPANY, Limited
3 DALHOUSIE STREET
MONTREAL

Make a Note of the Brand --- "Y & S"

on Our Pepsin Gum

This brand—Y & S—has been used by us and our antecedents for forty years on the best known stick licorice in the United States and Canada.

It means just as high quality when used on our chewing gum.

Four flavors: Licorice, Peppermint, Wintergreen and Spearmint. Each piece wrapped singly. 5 pieces to package. 20 packages to box. Order a trial box, assorted if required, from your jobber.

National Licorice Company
MONTREAL

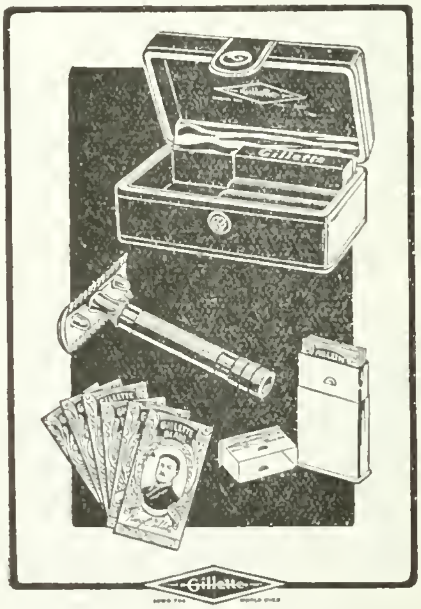
Don't Rest With a Handful of GILLETTES!

Show An Assortment!

Go after the **Gillette** Christmas Trade as if you really mean to get a good slice of it. There is no reason in the world why you shouldn't.

It's well worth going after, too, for retailers will make over a quarter of a million dollars out of **Gillettes** this Christmas season.

As a Christmas "Specialty Leader" the **Gillette** Safety Razor is in a class by itself. Show us a man who wouldn't welcome a **Gillette** for Christmas—unless he already has one, and then he'd like a box of blades.



A well-arranged window full of **Gillettes,** backed by the advertising cards we supply, is one of the most enticing displays you can put up. It will quickly draw new faces into your store, particularly if you feature the Christmas idea.

Go after the ladies' trade particularly. They buy thousands of **Gillettes** every year for Christmas presents.

The splendid range of styles — standard, pocket edition and combination sets—and the magnificent gold, silver and gun-metal finishes of both razors and cases, make it easy to satisfy every taste, and the prices, $5.00 up, are just right for Christmas trade.

The more **Gillettes** you stock, and the more you display in your windows and show-cases, the more you'll sell—and the more customers you'll have coming back regularly for blades.

If you haven't stocked up yet don't put it off another day. Order at once to insure delivery in good time.

The Gillette Safety Razor Company of Canada, Limited

OFFICE and FACTORY - 63 St. Alexander Street, Montreal

"The Factory That HAS to Work Overtime."

TRADE Gillette MARK
KNOWN THE WORLD OVER

oil if they have good show cards, telling the grade of the oil, mentioning some of its uses and quoting prices, calling particular attention to the fact that I give full measure: a pint where a pint is claimed, etc.

A good olive oil booklet mailed to a good list is one of the best and most productive of advertising plans. Sometimes manufacturers have booklets that they will supply for mailing.

A little eight-page booklet that will slip into a No. 6¾ envelope is about the right style. Call it, on the cover, "Your Good Health." Then devote a page to the oil quality, then one to the style of packages with their advantages and prices, and fill the remaining pages with the mention in detail of the actual uses to which the oil can be put—with some good cooking recipes for its use if you have room.

The newspaper advertising must be made also to help the oil sales. Each individual advertisement ought to bring up one special point about the oil you sell and make that point plain to readers, always giving the price and emphasizing the full measure idea, for here is where the druggist has an advantage. Practically no glass packages of oil put up by the manufacturers are full pints or half-pints. They may pass for such, but they will not hold out. The grocers do not talk half-pints or pints; they talk 25c., 50c., 75c. bottles, etc.

And referring again to window displays, do not make the error made by many grocers of exhibiting olive oil in glass in the windows, as the strong light will injure the flavor. In the window use only the opaque containers.

Cultivate in your customers the quart can habit or even half-gallon cans. Some people need only a little, but a very large proportion of the purchasers of oil can be induced to buy a quart can if the right sort of salesmanship is used and the guarantee is promised that if the oil does not prove satisfactory in every way the can may be returned and the money will be refunded. Get the little users up to the quart size whenever possible, and it will increase the consumption of oil. Also there is a market among the hotels and boarding houses for the larger cans, gallons or five gallons, and this trade must be sought. It is not likely to come of its own accord. If you live in a small place you can canvass these people. If you live in a larger town, mail advertising to them if you prefer.

You need not be afraid of overdoing the olive oil business, as long as you do not spend more money in pushing it than the profits warrant. The business is capable of great extension. It has by no means reached the limit of its development, and the druggist who needs the money and finds himself limited in other directions has here an outlet which should keep him busy for a time at least.

COCOA.

By R. I. Geare.

The coca plant (Erythroxylon coca) was first described and named botanically by Lamarck (Dict., vol. ii., p. 393) in 1786, from specimens collected by Joseph Jussieu in Peru.

The use of the coca leaf prevails throughout almost the whole length and breadth of South America. Its cultivation covers an enormous area. Peru furnishes 15,000,000 lbs. of the leaf annually, and Bolivia 7,500,000 lbs., while large quantities are also produced in Argentina, Paraounts of coca. The temperate climate of the tablelands which they occupy furnishes them also with maguey and tobacco, which latter was used only in the form of snuff, but their strong desire for a narcotic could be satisfied only by the use of coca, or "cuca," as they call it.

The coca shrub grows to the height of a man. The leaves, when gathered, are dried in the sun, and when mixed with a little lime or powdered chalk form a preparation for chewing, much like the betel leaf of the East.

With a small supply of cuca in his pouch, and a handful of wasted maize, the Peruvian Indian performs his wearisome journey, day after day, without fatigue or without complaint. Cuca is also regarded as a great aid to digestion, like the P'u-erh tea of the Chinese.

Even the most invigorating food is less satisfying to the natives than their beloved narcotic. Under the Incas, coca is said to have been exclusively reserved for the noble orders: and if so, the people certainly gained one luxury through the conquest; after which period it was so extensively used by them that it constituted a very important item of the colonial revenue of Spain. Yet, with the soothing charms of an opiate weed, so much vaunted by the natives, it is said to have been attended, when used to excess, with all the mischievous effects of habitual intoxication, similar to those produced by the use of opium.

Of course, as often as the indulgence is repeated, the appetite for the drug increases, while the desire for wholesome nourishment correspondingly diminishes. When used in moderation, coca lessens the appetite for food and enables those who have partaken of it to sustain greater fatigue than they otherwise could. It has been found the best preventive of asthmatic symptoms caused by the rapid ascent of lofty mountains. An infusion of the leaves is also used with the same effect.

When travelling the natives of Peru and other

South American countries use coca in the form of balls, or of a paste made by chewing the leaves with lime made from shells, or the leaves alone.

Nicholas Monardes, writing about 1580, described the useful qualities of coca, when taken in moderation, in the following words: "For the use of these little balls taketh away the hunger and thirst from them (i.e., the Indians); and they say that they receive substance thereby, as though they did eate meate. At other times they use them for their pleasure, although they labor not by the way, and they use the same coca alone, chewing it and tossing it in their mouths, from one side to another, until there be no vertue remaining in it, and then they take another."

The published statements regarding coca seem to prove that its use by the Indians of the Andean region enables them to accomplish very severe labor. Von Tschudi states that it greatly assisted him in respiration and in enabling him to climb high mountains without fatigue. Weddell, Spruce, Markham and other travellers and scientific observers agree in ascribing to coca marvellous sustaining powers, although they, too, point out that if used to excess highly injurious effects are sure to follow.

In the Andes coca succeeds best in the mild but very moist climate of the lower mountains, on elevations between 2,000 and 5,000 feet above the level of the sea. Swampy land is very unsuitable and so is land strongly impregnated with lime. Repeated analyses of shade-grown and sun-grown leaves show that the latter were invariably found to be much richer in total alkaloids.

In Peru the plants begin to yield their first crop of leaves in three years after planting, though in poor soil it requires almost two years more. The full-grown shrub yields a harvest every 13 or 14 months; but, as the ripeness of the leaves, which is proved by their breaking when taken in the hand and bent, depends very much upon the soil and situation, as well as on the age of the plants, on many large plantations the collection of leaves goes on throughout the year. In the most favorable localities even two or three good crops are taken in one year. The largest and most matured leaves are deemed the best, as these contain most of the alkaloids which render them marketable. When gathered, the leaves are dried in the sun on platforms. They are then heaped up to undergo a slight amount of sweating, after which they are ready for use.

An authority on the coca industry remarks that since coca has been cultivated experimentally in other countries than South America, it is important to bear in mind that the standard of the best coca leaves is likely to change. To a manufacturing chemist the best quality will mean simply the quality that would yield the largest percentage of crystallisable cocaine, while the same coca might be considered, for consumption by the natives of South America, as one of the lower grades. The amount of cocaine probably forms no element in the Indian's estimate of the quality of coca, any more than the percentage of nicotine establishes the quality of a particular grade of tobacco. The Indians class the leaves simply as najas dulces (sweet leaves), and najas amargas (bitter leaves). The former are made sweet by the abundance of alkaloids other than cocaine, while in the latter the bitter flavour of cocaine is the predominant one.

Since the anaesthetic properties of cocaine were discovered the demand for coca leaves in South America has considerably increased for export purposes. A distinct loss in the alkaloids generally, as well as in the cocaine, has been noticed during the transit of leaves to this country, and in consequence it has of late become the practice to extract the alkaloids from the leaves in South America, and export to the United States and Europe a crude preparation which is largely taken up by the manufacturers of cocaine. The demand for coca leaves has thus fallen off.

Cocaine is prepared from coca leaves as follows: The leaves are digested with ether, and the solution is evaporated to dryness and extracted with boiling water. Magnesia is then added, and the solution again evaporated, after which the cocaine is removed by solution in amyl alcohol. Cocaine crystallises in small monoclinic prisms which melt at 208 degrees F., and are but slightly soluble in water, though they dissolve freely in hot alcohol or ether. Salts of cocaine are precipitated from solution by numerous re-agents, among which are ammonia, caustic potash, sodium carbonate, picric acid, tannic acid, gold trichloride and platinum tetrachloride.

The substance popularly known as cocaine is the hydrochloride of the true alkaloid, this being the form in which the base is usually administered in medicine.—National Druggist.

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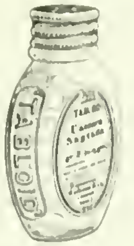

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THE DANGERS OF RADICAL LEADERSHIP.

In an address delivered before the Missouri Pharmaceutical Association at its last meeting, Dr. James H. Beal uttered some acute criticisms on the tendency of certain "reformers" and "uplifters" of these days who have all sorts of pet schemes for the removal of evils, social, political and commercial, and who would seek to accomplish by mere hysterical and explosive violence what is only effected by centuries of evolution. And he also passed a few well-deserved strictures on a class of sentimental optimists whose feeble prattle is very much in evidence in certain periodical publications of the present day, says the National Druggist.

"One of the dangers which confronts every species of associated efforts," said he, "is that, which, for want of a better title, may be known as radicalism, or the tendency to precipitate action and the assumption of dogmatic and extreme positions upon debatable questions.

"This tendency to precipitate action, growing out of the enthusiasm or excitement of the occasion, is really a phrase of the so-called mob spirit which influences men when acting together to commit themselves to acts and policies to which they could not be induced to give their approval if called upon to decide the questions in cold blood.

"Genuine enthusiasm is vital to the success of all associated undertakings, and to none more so than to pharmaceutical organizations, but it must be a rational enthusiasm growing out of hearty faith, and founded on sound judgment and careful consideration, and not the frothy effervescence that expends itself in vociferous oratory and intemperate action and which, if unchecked, will more often than not commit the association to some extreme position which it can neither maintain with honor nor retreat from with credit.

"Some very honest and enthusiastic people fondly imagine themselves to be optimists for no better reason than they persistently refuse to see any faults in any plan to which they may have committed themselves or to admit the existence of obstacles in the way of accomplishing their desires.

"To such as these criticism is always unkind, and one who dares to express a doubt as to the complete feasibility of their schemes of reform is straightway suspected of being actuated by ulterior motives.

"Obstacles must be overcome even in the most wisely conceived enterprises. Blindness to their existence is not optimism, but imbecile foolishness and only demonstrates the unfitness of such persons for leadership.

"Blind faith may prompt a man to put to sea in a leaky boat, but it will not keep his craft from sinking.

"Every plan for the betterment of such a complex and many sided calling as pharmacy, should always be given a touch of the hammer. If it is of clay, it will be broken in pieces; if it is of sound material, the blows of the hammer will only beat it into shape, even as the rough ashler is made perfect and fit for its place in the wall.

"For practical purposes most of the fine-spun theories of pharmaceutical reform are not worth the yarn they are made of.

"'Hitch your wagon to a star' is a fine poetic sentiment, but for moving the freights of every day life the old-fashioned Missouri mule will provide a more satisfactory motive power than all the constellations of the zodiac.

"Proposition for the reform of pharmacy, whether in its commercial or its professional relations, should be decided from the dead level of every-day experience, and with the same cool and deliberate judgment that would determine the employment of a clerk or the purchase of a bill of goods."

These words are worth pondering over by those over-enthusiastic pharmacists who fancy that the time is ripe for a sudden elevation of pharmacy by means of ill-considered and radical legislation, and who, by their excess of zeal, are only doing harm to the cause which they so enthusiastically champion.

PREPARATIONS OF SALICYLOSALICYLIC ACID.

This condensation product of salicylic acid has the advantage over the original acid of being free from irritating properties, not affecting the digestion, and readily decomposed in the intestines. It is obtained by the action of condensing substances on salicylic acid. Salicylic acid 5, dimethyl-aniline 5.2, and benzene 1.5, are mixed, and phosphorus trichloride 1, dissolved in benzene 1.5, is slowly added to the mixture, which is kept cold. The whole is set aside at the normal temperature for several days, and then poured into an excess of 12 per cent. hydrochloride acid, with constant stirring. The crystalline mixture of acids which separates is drained and dissolved in hot water. Salicylosalicylic acid separates on cooling in heavy crystals, melting at 117-118 degrees C.

NATIONAL WHOLESALE DRUGGISTS' ASSOCIATION.

The annual meeting of the N. W. D. A. of the United States, will be held at Dallas, Texas, Nov. 14-19, 1910.

PRESCRIPTION PRICES*

By J. E. Tremble, Montreal.

As a small contribution to this convention, I would like to draw your attention to the unprofitable prices which custom has established for this exclusive part of our business. I would preface these remarks by saying that I do not claim perfection in prescription pricing, but think the time is opportune for druggists throughout this Dominion to make an advance in dispensing prices, and gradually get a proper remuneration for the professional end of pharmacy.

There are a number of sides to the question, and I am positive that an analysis of prescription prices will show that equal time— not to mention the knowledge and risk—spent in the sale of sundries, toilet articles or proprietaries will produce much larger returns. Prescriptions may be divided into two kinds—those requiring expert knowledge in preparation, and those which simply require a slight knowledge of mathematics. The former should command a higher ratio of profit, depending on the nature of compound and time required. We are prone to base our price too much on the first cost of ingredients rather than making a distinct charge for the "know how." As an aposite illustration, might be cited the charge of the machinery expert whose account for technical knowledge and utensil ran :Experts time and knowledge $1,000 ; one screw, 2c. This comparison is extreme, but the idea is there. In semi-commercial pursuits, the optician and jeweller get a much higher remuneration for special services rendered than does the dispensing chemist, and who has not experienced the fees of the plumber for expert service ; the lawyer and notary know how to make their services appreciated and time counts with them at so much per.

Surely after four years apprenticeship, a college course, and series of examinations, the dispensing chemist is entitled to equal remuneration with the aforesaid men, for it requires no egotism to assume that his mental equipment must be equal if not better than any other business man.

To give a concrete example, 50 prescriptions constitute a good day's work for one man and full time, and half time of another, and the financial product $20 to $25, and the net profit certainly not more than $5 after wages, materials, containers, overhead charges and dead stock are provided for. Surely this is a poorer recompense for the responsibility and worry which the checking and supervision entails. The remedy is in our own hands, and we should resolve to so rearrange our prices that in a year or so an advance of 50 per cent. on present prices could be secured. Several years ago an article on the value of time in dispensing appeared in the Canadian Drug Journals over the signature of that veteran pharmacist, B. A. Mitchell, of London, Ontario, and if I remember correctly, he suggested an initial charge of 1c. per minute be made, and a profit on ingredients added as the sensible basis for prescription pricing. This appears to be a reasonable mininum, which might be modified in the matter of pills, powders, wafers, and suppositories by a tariff according to number. The present prices, which are pretty general throughout Canada, were made at a time when conditions were very different from what they are to-day. Increased expenses in every department of the store, higher cost of living, and multiplication of stock, not forgetting the time lost in locating back numbers, all show the absolute necessity of a re-arrangement of dispensing charges.

Another point, the "Copy" question. About one person in a hundred offers to pay for services rendered in making a copy, one of the most important duties devolving on a dispenser, and all gratis. As an actual fact there have been days when I have taken 10 per cent. of my time making copies, and nothing for it except the suspicion that you will never have the chance to prepare that order again. The Notary who makes a copy of a lease or other legal paper, never fails to charge at least $1 for such expert service ; the optican considers the same amount his mininum charge for dispensing the prescription of the oculist, and materials extra, and yet we assume the responsibility of giving copies for nothing and preparing medicines, often of the most dangerous character, for on an average less than half that sum, and throw in the goods. As a net result it is exceedingly desirable for the pharmacists of this Dominion to agree unanimously that their expert knowledge is worth a lot more than they have been charging for it, and if this feeble and rambling effort will arouse some thought and discussion throughout the dispensing centres of our country, and gradually produce a better remuneration for this part of our business profession, I will be amply paid.

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*Paper read at Annual Meeting of C. Ph. A., Halifax, N.S., September, 1910.

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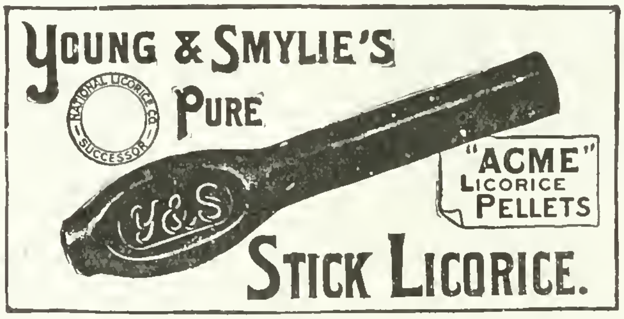

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PHYSICIAN, PHARMACIST AND PROPRIETARY PRESCRIBING*

The Propaganda for Reform in Proprietary Medicines.

By John Hargreaves, Toronto.

The treatment of any subject ought surely to bear some indications of character or individuality, peculiarly pointing to the location, custom or the disposition of the source of the origin. The individual now addressing you acknowledges confines to his location and character, which should naturally be in evidence as this subject entitled Physician, Pharmacist and Proprietary prescribing, is being treated. It has been stated, though I cannot say that the statement is an acknowledged fact,that the source of location is the chief city of the Premier Province of this wonderfully great Dominion of Canada, where some of the most eminent and celebrated physicians are surely to be found, and where even Pharmacists are said to devote brains, money and energy in an endeavor to advance in the great progress of the present day strenuosity of advancement. In confessing to the origin, and omitting any apology, therefor, I venture the opinion that the condition existing in Ontario, as referred to herein, will be admitted in any and all of the Provinces in Canada, and therefore requires the earnest consideration of representatives from all parts of Canada. May I anticipate the earnest consideration of this body to the question presented.

The multiplicity of proprietary pharmaceuticals and medicinal compounds presented to the physician to-day has created a condition which is degrading, unprofessional and derogatory to the prescriber, unethical to the dispenser and unjust to the patient-

Degrading to the prescriber because of the undertaking to provide the treatment for all disease by machine methods, based upon parrotine scientific principles, many of which will not survive scientific inspection and criticism ; unprofessional because of the secrecy and mystery surrounding the titles and constituents ; and derogatory and injurious because of the numerous diseases and indications for which they are recommended, which are readily recognized by an intelligent and educated public, resulting in a self medication which deprives the prescriber of his just rights and places many articles in the catalogue of so called patent medicines.

Unethical to the dispenser, for the reason that his training and knowledge, which should aid and protect the prescriber, is subverted into a mere measurer of medicines, purposely prepared to keep him ignorant of the qualities or medicinal values of the articles he dispenses, and unjust to the patient because results depend on an experiment dependent upon the statements of untested and unknown authority, for which, however, he is innocently called upon to pay exhorbitant figures, that go to swell the pockets of the manufacturer of the secret and mysterious proprietary product.

To illustrate the multiplicity referred to, let us take an example of a proprietary article, practically identical in claims and constituents, but known and prescribed by a very large number of varying titles, each of which is intended to be scientifically proprietary in title and right. I refer to what is known to medicine as solution of Iron with Manganesa Peptonate. Some of the titles for this compound are Ferrogen, Ferrotone, Haemaboloids, Peptomangan, Mangano Ferrum, Ferri-Peptomangan, Liquor Mangan Compound, Pepto Ferrum. In addition to these protected titles, very many pharmaceutical manufacturing concerns prepare product of identical medicinal value more or less pecularily proprietary in right and title.

This multiplicity of one proprietary compound has come under my personal experience ; there are many others unmentioned by me, quite as popularly used in their respective localities. Each and all of these may possess medicinal value and virtue to which I propose no objection. I do, however, claim, that the methods of introduction, the literature connected with each compound, the claims made for constituents, and the diseases for which each article is surpassingly unequalled, together with the phonetic, copyrighted title, is a frequent deception, and suggests to the prescriber a scientific and reliable simple product, which has been specially prepared and is intended only to be prescribed and used in an ethical manner. They desire the prescriber to order original packages. This incidentally protects both the physician and the patient from being deceived, and imposed upon by the class named druggists, while in reality the most vital purpose of original package practice is to place the article with its proper title, correctly named, and including all the literature, in possession of the patient, who at once is impressed with the secret, but euphonious name. The literature with the package containing the medicinal claims and therapeutic indications are readily understood and are safely digested by the intelligent patient, who needs only to return to the bad druggist and insist on getting an original package of the same title and trade mark.

Result—One more patent medicine before the public for self medication. Here are some examples originating as described—Fellows Compound

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*Read at the Annual Meeting of the Canadian Pharmaceutical Association.

Syrup, Peptomangan, (Gudes of course), Listerine, Beef Wine and Iron, Sal Hepatica, Resinol, etc.

We believe the Canadian Government should undertake to regulate honest and truthful claims and advertising for patent or proprietary medicines, and I feel confident that some action will be taken along that line in the near future. Should we not, however, encourage and anticipate such a desirable action by setting the example, in the adoption of methods and regulations for honest and truthful claims for the constituents and medicinal properties of the non-official preparations and medicines brought into use through the medical and pharmaceutical professions.

There are two methods of introducing two lines of patent medicines. One line of patent medicines is introduced to the public by a direct appeal via newspaper and other advertising; another line of patent and proprietary medicines is introduced by indirect methods to the public, by and with the help of the medical prescriber. These latter, if left to their own virtue or merit, viz., without the methods and devices used to inform, and impress and influence the prescriber, very soon fag out and lose their brilliancy and vital usefulness, just in like manner that the quack nostrums advertised to the public, very soon become dead stock, unless the band plays continually to the public and regularly impresses and reports the miracles and wonders being daily performed by these cure-alls. While I am apparently placing the responsibility for the condition on the shoulders of the prescriber, I believe that the pharmacist in his capacity as an educated and qualified pharmaceutical manufacturer, has neglected his duty, and should be charged with a share of the responsibility. We pharmacists have certainly neglected our duty to the prescriber, we have not the joining together or affining of the two parts that should have a natural and compatible affinity. We wonder if they ever separated. The remedy then in my opinion is "Get Together."

The British Pharmaceutical Conference, at their annual meeting in July, resolved "That the British Pharmaceutical Conference appoint ten representatives to form with ten representatives of the British Medical Association a joint Standing Committee, to promote the realisation of aims found to be common to both bodies." The committee was named, and the President stated that the Medical Association had appointed their members.

The Ontario Medical Association took the initiative and adopted a resolution to appoint a committee to confer with a committee from the Ontario College of Pharmacy on this very question of multiplicity of proprietary medicines, and they appointed their committee.

The American Medical Association have seriously grappled with the question by the appointment of a thoroughly organized official committee composed of pharmacists and physicians. Their method is so well worth consideration and probable adoption, that a brief description of their plans with its aims and objects should be of interest.

In February, 1905, a council on Pharmacy and Chemistry of The American Medical Association was organized to investigate the proprietary medicine question, and to pass on those medicines which meet the standards required for ethical proprietary medicines, which were to be listed and published in a pamphlet called "New and Non-official Remedies." Rules were adopted with the object of protecting the medical profession and the public against fraud, undesirable secrecy and objectionable advertising in connection with proprietary medicinal articles. Some of the rules are:

No article shall be admitted unless its active medicinal ingredients, and the amounts thereof in a given quantity of the article, is furnished for publication.

No article shall be admitted that is advertised to the public.

No article shall be admitted whose label package, or circular accompanying the package, contains the names of diseases in the treatment of which the article is said to be indicated.

No article will be admitted or retained for which false or misleading statements as to source, material from which made or method of collection or preparation are made.

No article will be admitted or retained for which the manufacturer or his agents make unwarranted, exaggerated or misleading statements as to their therapeutic value.

These rules appeal to me as being founded on the very principles required for an organization in Canada. There is no desire or attempt to discourage or discountenance reputable preparations which should conform to a set of reasonable standards; no attempt to discourage pharmaceutical or chemical research, nor to retard the introduction of honest medicines of the most progressive character.

As I interpret such rules, they aim to protect the public, the prescriber and the dispenser, by discouraging and condemning methods that are regarded as unethical and unprofessional, and that savor strongly of chicanery and quackery.

Allow me to draw attention to the work of this Association with similar objects in view.

The Ontario College of Pharmacy, through its Council, and with the approval and assistance of

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To Retail at ONE Cent Each

BOUGHT THEM CHEAP, SELLING THEM CHEAP

12 New and Original Designs, each one Different.

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PRICE

50 cents for 144 Cards. This means money for you.

1440 Cards sold at 1c. each is .	$14.40
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Profit . . .	$9.40

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Send in Your Orders Early for these Cards, while they are in Stock, to the House in Canada for Christmas Cards.

THE COPP, CLARK COMPANY, Limited
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See Our Range of

"ARLINGTON"

"Pyralin" Combs

Before Ordering Elsewhere

We have a nice assortment at A1 value and they are unsurpassed for durability.

We also manufacture INFANTS' TEETHING RINGS.

The Arlington Co., of Canada
LIMITED

East
Duncan Bell,
Montreal

West
John A. Chantler & Co.,
Toronto.

Maple Buds
Cream Bars
Nut Milk Chocolate
Milk Chocolate Sticks
Chocolate Coffee Drops
Milk Chocolate Medallions

These are some of the lines that have made

Cowan's

Chocolate Confections so popular both with the public and with dealers.

If you are not selling them try a sample order.

The Cowan Co., Limited
TORONTO, CANADA

The Best Value For Druggists Is

J. S. Hamilton & Co's. Brandy

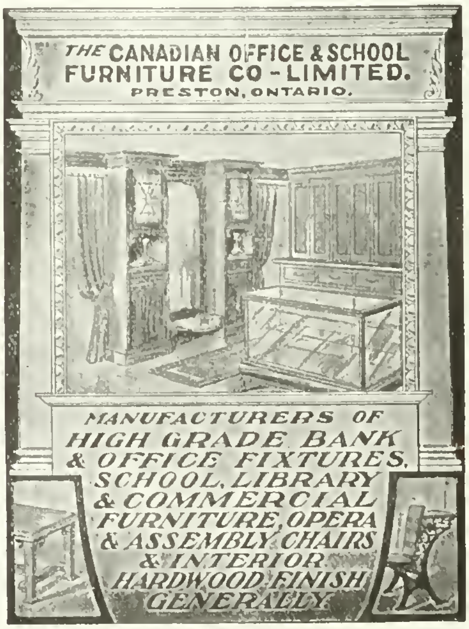
DISTILLED AT COGNAC, PELEE ISLAND

UNDER EXCISE SUPERVISION

For sale in Cases 12 qts., 24 pts., 24 and 48 flasks

J. S. HAMILTON & Co., Brantford

WHOLESALE DISTRIBUTORS FOR CANADA


THE CANADIAN OFFICE & SCHOOL FURNITURE CO - LIMITED.
PRESTON, ONTARIO.
MANUFACTURERS OF HIGH GRADE BANK & OFFICE FIXTURES, SCHOOL, LIBRARY & COMMERCIAL FURNITURE, OPERA & ASSEMBLY CHAIRS & INTERIOR HARDWOOD FINISH GENERALLY.

THE MERCANTILE AGENCY

R. G. DUN & CO.

ESTABLISHED 1841

210 Offices (14 in Canada)

Rates of subscription quoted on application

the Pharmaceutical Society, of Quebec in 1901, published a small book of unofficial formulae under the title of the Canadian Formulary, with the object of securing the co-operation of the medical profession in an endeavor to create uniformity in a number of useful and popular formulas. Two editions have since been published, and the Canadian Pharmaceutical Association, representing the druggists of Canada have endorsed and approved of the book and its aims and its objects. Let me quote one clause in the preface of the book:

The establishment of uniform and authoritative standards for medicinal articles, to meet the demands upon the medical and pharmaceutical professions for preparations, brought to the attention of the prescriber under various and fanciful coined names with very extravagant claims for medicinal virtues, indicated as possessed only by the one special preparation, and marketed at fanciful trade prices, is essentially a step in the interests of the public and the professions.

You will observe that we seek to have the preparations prescribed under their technical name, and to avoid all trade mark or coined names. Catchy and easy-to-write-or-say names go arm in arm with misleading and unreliable advertising, and there is a wonderful similarity between the names used in connection with those in the regular public quack patent medicine, and those of physicians proprietary patent medicine. For instance to the physician is presented Gastrogen, Purgans, Sal. Hepatica, Diuretin, Ozonol, Renatone, etc. To the public is presented Diapepsin, Phosphozone, Therapion, Liquozone, Digesta, Psychine, Diuretic, Curol, etc.

One method to curtail this condition which should appeal to the physician and pharmacist, is that surrounding a proper recognition and use of the Canadian Formulary. Uniform standards is its great aim, and standards are surely a requisite in dispensing and prescribing. The B. P. is the standard for all preparations contained in it. It is the standard test of qualification for physician and pharmacist, and according to its standards the pharmacist is trained and qualified, professionally and commercially to prepare the preparations in fair and open competition.

We desire to establish standards that will be uniform throughout Canada for unofficial preparations, and we seek to authorize the use of standards of excellence as exacting as chemistry and pharmacy will permit, and we believe that in so doing, we advise the adoption of the standards recognized in all the Colleges and Schools of Pharmacy of Britain and America. Standards of all kinds are required. Where is the ideal standard in medicine and pharmacy to-day? I believe the Canadian Formulary presents the opportunity of getting together for the purpose of arranging standards for the prescriber and dispenser, from which I predict higher standards for more elegant pharmaceuticals and also higher and more honorable prescribers and dispensers. I submit the Canadian Formularly to the careful consideration of every prescriber and dispenser.

My remedy as suggested in this paper is therefore to recommend that this Association appoint a committee to confer jointly with a committee to be appointed by the Canadian Medical Association. That each Provincial Association shall appoint joint committees representing the Medical and Pharmaceutical Associations of each Province, and

That these committees shall meet for the purpose of promoting the realisation of aims found to be common to both bodies, and for the advancement of the practice and science of the art of pharmacy and medicine.

A COMMERCIAL TREATY BETWEEN THE WHOLESALERS AND RETAILERS*

By R. Martin, Regina

On the 6th of August I received the following Lettergram: "Booking you for paper on commercial treaty between wholesalers and retailers dealing with the various points at issue. Present both sides of case. Suggest policy of mutual consideration and co-operation and basis for equitable agreement. Set wholesalers selling outside the trade and to cutters, against retail syndicate buying.

"(Signed) G. A. Burbidge."

This is rather a large order. The subject is a most vital one, and of such importance that I would have been better pleased had it been assigned to someone more capable of dealing with it. However, from a sense of duty, and from the desire to contribute a share towards the success of this meeting, I will endeavor to set down a few thoughts which may tend to at least provoke discussion, and may result in profit from exchange of ideas.

The word "Treaty" is defined in the dictionary as "An act of negotiation for the adjustment of differences between nations or individuals."

Related to my subject it implies:

1. That differences exist between the wholesale and retail druggist.

2. That in the interest and for the welfare of both an act of negotiation is necessary, and

3. That adjustment would be of mutual advantage.

I am to assume from the text of the lettergram that the origin and source of the trouble

---

* Read at Annual Meeting of Canadian Pharmaceutical Association.

The Signature of Chas. H. Fletcher. Is on Every Wrapper of

CASTORIA

Jobbers sell less than dozen at $3.00 per dozen.

Jobbers sell 3 dozen or over at $2.80 per dozen

Send for
Cards, Cartons and Counter
Wrappers.

Genuine CASTORIA Always

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Chas. H. Fletcher.

THE CENTAUR COMPANY
77 MURRAY STREET, NEW YORK CITY.

Chas. H. Fletcher. President.

The Pure Food Law
prohibits the sale of any
but strictly pure

Special Prices when ordered in bulk packages.

EXTRACT
. VANILLA .

WYETH'S represents the True Flavor
of Choice Vanilla Beans

FREE FROM ANY ADULTERANT

PURE AND WHOLESOME

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INCORPORATED

Philadelphia, Pa.

THE SCIENCE OF RETAILING
NATIONAL CASH REGISTER
PROTECTOR OF PROFITS.
THE "SILENT" PARTNER

Do You Know ALL About Your Business==For Instance

Do you know how much money OUGHT to be in your cash drawer right now?

Do you know NOW how much money is owing you on account?

Do you know just how much your cash and credit sales to date, for this year, amount to?

Do you know how much business each clerk has done?

Do you know exactly how much NET profit you are making?

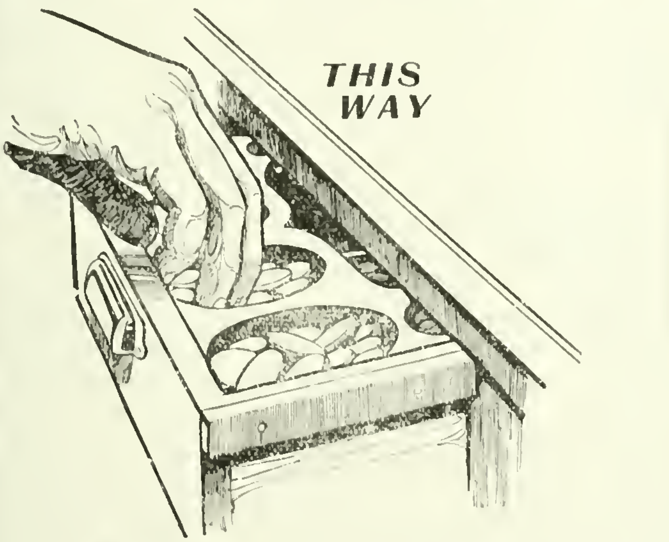
When a mistake occurs do you know how it was made and who made it?

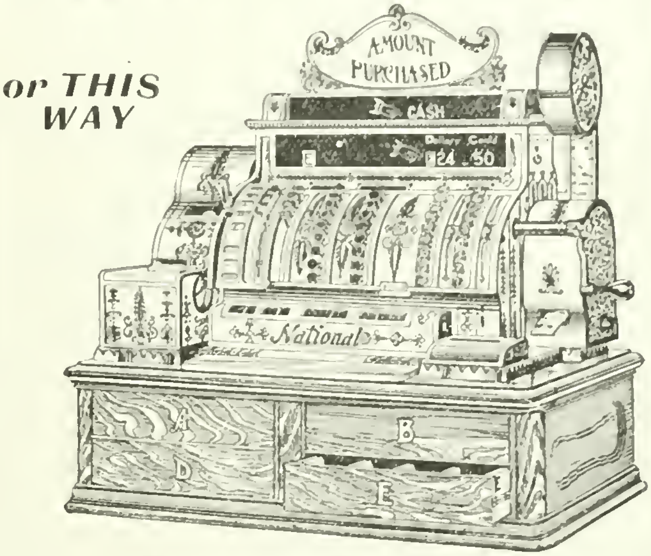
Are you sure that all credit sales are charged?

Do you have any absolutely reliable check on the income and outgo of YOUR CASH?

Do you have to guess about these vital questions and trust to luck?

HOW IS YOUR BUSINESS HANDLED?





Mistakes will Surely Happen

Your clerks may be honest as the day, but mistakes will happen. Anyone can make them. The open cash drawer system is a menace to you and your business. Mistakes in your cash, failure to record credit sales, mistakes in making change, failure to record accounts you pay.

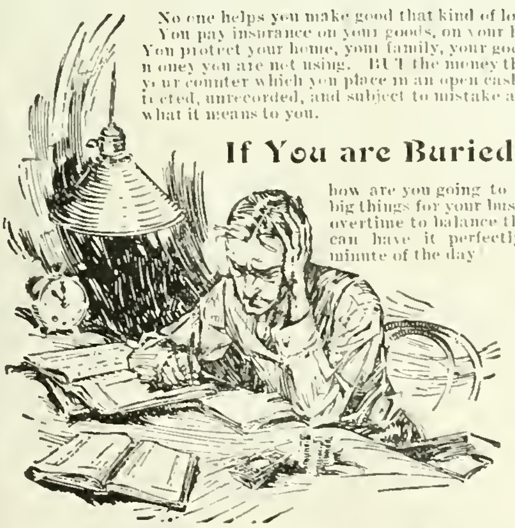
All Come out of Your Profits

No one helps you make good that kind of loss.

You pay insurance on your goods, on your house, on your life. You protect your home, your family, your goods—you bank the money you are not using. BUT the money that comes in over your counter which you place in an open cash drawer, is unprotected, unrecorded, and subject to mistake and losses. Think what it means to you.

If You are Buried in Detail

how are you going to get time to plan big things for your business? Why work overtime to balance the cash when you can have it perfectly balanced every minute of the day?



Mistakes are Stopped

The National Cash Register eliminates all questions about money coming in or going out—keeps a complete up-to-the-minute record of every cent taken in, every cent taken out. You can tell at a moments glance total of cash sales, charge sales, amounts paid out, or received on account, each clerk's total separately. Stops leaks, mistakes, prevents unjust suspicion, removes temptation.

Increases Sales and Profits

Makes a good clerk a better clerk—shows up the duffers—tells you whether any clerks are making mistakes—leaves your time and mind free to win trade and advance your business—gives you in a few minutes time a mechanically accurate statement of every transaction.

The National Guarantee

We unreservedly guarantee to furnish a better Cash Register for less money than any other concern in the world.

14,000 NEW USERS OF NATIONAL CASH REGISTERS EVERY MONTH FIND IT PAYS.

How soon are you going to get yours? Remember you are paying for it over and over again without having it—paying in accumulated petty losses that the National Cash Register will positively prevent. Let us send you price list.

THE NATIONAL CASH REGISTER CO.

F. E. MUTTON, Manager for Canada. 285 Yonge St., TORONTO.

PAP SAG

Tablets

DYSPEPSIA

"The only way to cure a bad case of Dyspepsia is to take one or two Pap-Sag Tablets in a little warm water, after each meal. Not to observe this simple and easy rule is to remain depressed with all kinds of stomach disorders, such as Heartburn, Fetid Breath, Gastritis, Flatulence and Indigestion."

This advertisement will appear in all the papers.

We have no salesman on the road to take up your time.

Druggists will please order from their jobbers or direct at the following prices:

PAP-SAG (Dyspepsia Tablets)

1 Doz.	4.50
3 "	4.25
6 "	4.25
12 "	3.75

The Pap Sag Co.
Montreal

Be Able to Fill Orders for

PINEX

The Big Selling Cough Remedy

This is one of the heavy sellers in the U. S. Now manufactured in Canada.

This remedy was designed by a Pharmaceutical Chemist to take the place of a thousand and one home-made cough remedies, upon which the druggist makes little or no profit.

These people are being educated to buy Pinex (50c) getting a better remedy, and paying the druggist a good profit.

Pinex has brought to the druggist a big volume of new business from people who would not buy an ordinary cough remedy.

It is a clean, meritorious pine-tar preparation. A quick repeater.

You can stock it safely. **The sale is guaranteed. Unsold bottles returnable at any time.**

Order a few bottles from any jobber. $4.25 per dozen. Retails at 50c.

The Pinex Co., - Toronto, Can.

The Original and Only Genuine

BEWARE
OF
IMITATIONS
SOLD
ON THE
MERITS OF

MINARD'S LINIMENT

Retailers Attention !

Stock CÆMENTIUM

Regd.

"Sticks Everything, but is Not Sticky"

Absolutely insoluble Cement. It is not only new—it is unique. It will repair everything from a cup or saucer to a motor-car exhaust pipe. In the case of china or pottery, it not only repairs but replaces missing parts. CÆMENTIUM is not affected by either water or heat. Should be stocked by all retailers. It is not a fish glue.

STOCKED BY

All branches National Drug & Chemical Co.
Lyman Bros. & Co., Limited

DILLONS LIMITED
455 St. Paul St. - Montreal
SOLE AGENTS FOR CANADA

HOLIDAY GOODS

Holiday Catalogue
SEASON 1910-11

No. 29

WHOLESALE
Fancy Goods, Toys, Dolls
Games, Xmas Novelties
China and Glassware
Druggists' and Smokers' Sundries
Smallwares, Etc.

NERLICH & CO.
TORONTO, CANADA
WINNIPEG MONTREAL QUEBEC

Write for Catalogs

No. 29.—A 560 page General Catalog of Fancy Goods: Toys, Dolls, Games, Xmas Novelties, China, Glassware, Toilet Sundries, Smokers' Goods and General Smallwares.

For Shipment from Toronto

No. 29w.—Issued from Winnipeg. Contains TOYS, DOLLS, GAMES, DECORATION GOODS, etc., etc.

For Shipment from Winnipeg

NERLICH & CO.,

TORONTO
146-148 Front St. West

WINNIPEG
52-54 Albert St.

MONTREAL
301 St. James St.

QUEBEC
76 Bridge St.

has to be laid at the door of "Price Cutting." This system of business has its very foundation laid in fraud and deception. It operates and thrives on the very gullibility of the public. It violates every rule of fair competition and square dealing, and has been aimed most systematically at the legitimate drug trade for the reason that a large percentage of that trade is in articles of stated value.

The evil effects have penetrated to every portion of the Dominion, and the system seems to have become a fixture.

It would appear then that it is the duty of the druggist to admit the fact, and endeavor, with the co-operation of the wholesaler, to use every legitimate means to combat it. Three ways occur to me, and are humbly submitted:

1. Develop trade in what may be termed "Side Lines," which in their nature do not enter into cut rate lists.

I may here be allowed to digress. I would like to remark that I do not think the average druggist realizes and avails himself of this opportunity.

I took occasion to point out at a former meeting of the C.P.A. that in the training of students there is some danger of emphasizing the "Professional," and too little attention given to the science of securing tangible results.

There is danger of "Professional Dignity" hampering business activity.

Our Pharmacy Laws rear a sort of hedge around the business of the druggist. In many cases he relies largely on that as a protection against the encroachments of competition, when it might be more to his advantage if he would get out and "hustle."

Professionalism and professional dignity are beautiful in theory, but the practical side is the amount of cash in the till at closing time.

The existence of the "cut rate" system demands that the druggist, if he is to be a business success, must have more than a purely professional training.

I do not desire to be understood as advocating the neglect of the professional training, but it should be supplemented with a training in the art of salesmanship, modern methods, business economies, wise buying, and the science of reaching the purchasing public.

2. Discourage the sale of "Patents" which commonly appear in "cut rate" lists.

The recognized channel through which these articles reach the consumer is the retail druggist, and I am firmly of the opinion that, with the sympathy and co-operation of the wholesale trade, a systematic, honestly organized effort to freeze out "cut rate" articles in all parts of the Dominion would very quickly result in either ridding the market of them, or forcing the manufacturer to place them on the list of "Price Protected" articles.

3. Encourage the sale of "Price Protected" lines, especially articles which yield the retailer a fair margin of profit.

By this means I feel sure that the list of protected articles would be very quickly augmented.

That differences should be allowed to exist between the wholesale and retail druggist seems to me to be most detrimental to both. Each one is dependent on, and essential to, the other.

The wholesaler exists by reason of the retailer. The former is the source of supply for the latter, and it is therefore of mutual interest that harmony and co-operation should be fostered and encouraged.

It is the function of the wholesaler to provide the means for reaching and bringing the merchandise from the markets of the world within convenient access, and at as favorable a price as is possible, to the retailer. For this service he is entitled to fair compensation and loyal support, but only so far as the retailer is getting good service, and is not treated as legitimate prey.

In selling to "Cutters," the wholesale druggist is helping to defeat the very aims of his existence. By so doing he is fostering a pernicious system which has affected his legitimate trade more cruelly than any other branch in the whole category of commerce,

On the other hand, co-operative buying has little more to commend it.

It may appear attractive to the retail druggist, but how does it measure up with the "Golden Rule?" Is it not, after all, only a question of "whose ox is gored."

Followed down to its logical conclusion it requires no stretch of imagination to see the obliteration of the middleman.

So, instead of setting these two against each other, or whether either one of them is the cause or effect of the other matters not. They are both leprous and should be banished to the Lazaretta of unclean business.

Whether or not differences exist between the wholesale and retail druggists, or whether or not they are real or imaginary, it cannot be denied that we are faced with conditions that call for heroic treatment, and that a commercial treaty would be of mutual advantage.

Treaties are reached in three ways:

1. Negotiation.
2. Arbitration.
3. War.

As the latter two are only resorts in case of failure of the first, I would commend the method of Negotiation.

In it are involved:

1. The meeting of opposing factions.

WRIGLEY'S
SPEARMINT
PEPSIN GUM
TRADE MARK REGISTERED U.S. PATENT OFFICE
THE FLAVOR LASTS
THE FLAVOR LASTS
Wm Wrigley Jr. & Co. CHICAGO

The gum that is good all through

SOLD BY ALL JOBBERS IN THE UNITED STATES & CANADA

Glaxo

The Great English Infant Food

Price Protected and
Recommended by the
Medical Profession

G. W. DAVEY & CO.

MONTREAL WINNIPEG
TORONTO
9 Alexander St.

CHOCOLATES
FOR PROFIT

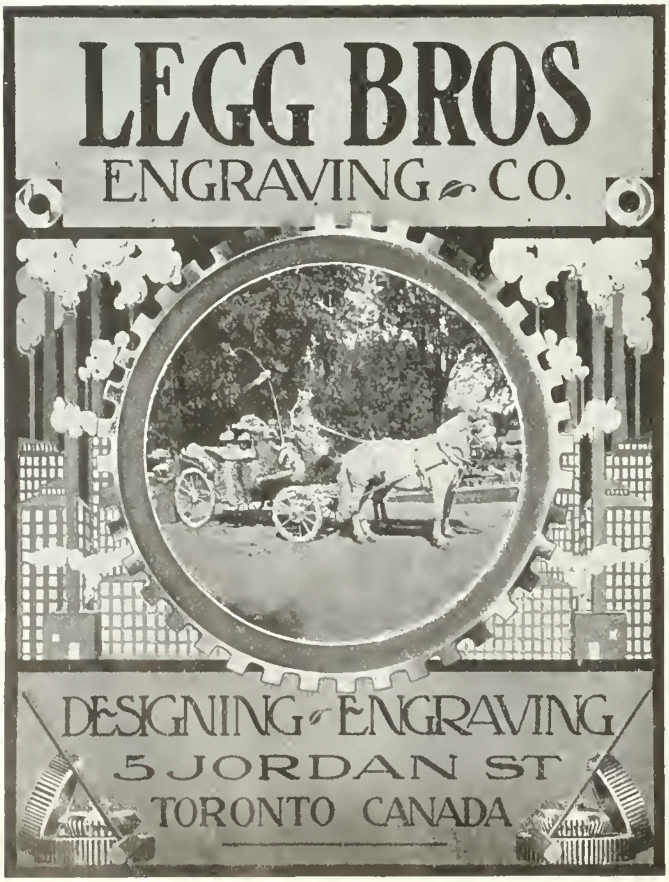
Druggists can buy Nasmith boxed chocolate stocks, in 4 sizes of stock, ready sorted. This saves work.

The retailer gets bigger profit by getting proportionately assorted stock, to sell in 2 months, while all goods are at their best. No 'overs' possible.

Result, growing sales from fresh goods, small capital turned over six times a year, sure profits, increasing profits, no tied-up capital in perishable goods.

One order from you. We merchandise and assort from our experience of trade needs. Ask for Order Lists.

The Nasmith Co., Limited
66 Jarvis St., - TORONTO



BUY YOUR

PERFUMES

AND

Toilet Preparations

FROM

Sovereign Perfumes, Ltd.

TORONTO

Quality the Highest

PRICES RIGHT

2. The discussion of differences in the spirit of fair play, and with honest desire for their adjustment.

3. Agreement by mutual concession.

4. Terms of mutual advantage with strict regard to their due observance.

5. Confidence on the part of each in the honor and integrity of the other.

I therefore conclude with the recommendation that a select committee of this Association be appointed to meet a similar committee of the wholesalers for the purpose of entering into negotiations for a commercial treaty between the wholesale and retail druggists, and that the result of such meeting be reported to the next annual meeting of this Association.

Respectfully submitted,
ROBERT MARTIN.
Regina, September 3, 1910.

INTERNATIONAL CONGRESS OF PHARMACY

The tenth International Congress of Pharmacy was held at Brussels from September 1st to 6th, and was attended by about 600 members, the majority of whom were Belgian Pharmacists, representing various Pharmaceutical Associations.

Great Britain was represented by Mr. Edmund White and Mr. E. S. Peek; the United States by Mr. Reid Hunt, of the chief division of Pharmacology, Hygiene Laboratory, Washington. Other Governments sending delegates were those of Denmark, Italy, Venezuela, Greece, Sweden, France, Russia, Hungary, the Argentine Republic, Norway, Holland, the Republic of San Salvador, China, Gautemala, Turkey, Japan, Spain, Haiti and Chili.

The following report of the meetings is taken from "The National Druggist."

The meetings were held in the Palais de Academies, a spacious edifice, situated in the heart of the city. The President was Mr. A. Derueville, but owing to ill health, he was assisted in his duties by Mr. Kusnick, the general secretary, on whom the bulk of the work of organization devolved. The most important subject which came up for discussion was that of the international unification of methods of standardization.

Methods of Standardization.

The subject was introduced by Dr. Schamelhout, and the meeting was attended by about fifty delegates, among whom were a number of professors and scientific pharmacists. Dr. Schamelhout, in an extensive report on the subject, pointed out that the international conference for the unification of the formulae of potent drugs had done much useful work in fixing the content of active principles of a certain number of medicaments. It was not, however, sufficient to indicate the strength of a drug; it was necessary to specify precisely the method by which it could be determined, since the results differed according to the method of control employed. For instance, the powdered opium of the Brussels Conference should contain 10 per cent. of morphine, but an opium standardized to 10 per cent., according to the method given in the 4th edition of the German Pharmacopoeia, gives a percentage of 12 per cent., according to the method indicated in the third edition of that pharmacopoeia. If the method of standardization is not indicated, the unification of the content is hardly possible. After a long discussion it was unanimously resolved, on the motion of Professor Bourguelto, representing the French government, to ask the Belgian government to convene an international congress, composed largely of pharmacists actually in practice, for the purpose of unifying the methods of estimating potent drugs, with a recommendation that the congress should as far as possible choose gravimetric methods of estimating alkaloidal preparations. The following recommendations were also made: 1. The Pharmacopoeia should indicate exactly the method by which the physical constants are determined. 2. For chemical assays the reactions should not be capable of giving rise to any difference of interpretation; such terms as cloudiness, opalescence, turbidity, etc., should not be used. 3. For estimations only normal, or decinormal solutions should be used.

Another subject of a similar character was that of the international unification of analytical reagents. The subject was introduced by Dr. P. Erculine, and after a short discussion, it was resolved to recommend that authorities responsible for the compilation of pharmacopóeias should adopt, as far as possible, analytical reagents of uniform standard. These two subjects were regarded as the most important questions discussed, tending as they do to assist in the work of approximating the pharmacopoeias of various natures.

Sale of Proprietary Articles.

Among the questions of commercial rather than scientific interest discussed, the one which attracted the keenest discussion, was the sale of proprietary articles, with especial reference to price "cutting." The meeting at which this subject was discussed was attended by nearly 200 members, whereas at the scientific meetings the attendance rarely exceeded fifty. It is thus obvious that even on the continent of Europe the commercial side of pharmacy predominates. After a discussion lasting nearly three hours, it was resolved to place on record the opinion of the congress that in all countries the sale of proprie-

A "FEW" DRUGGISTS

DO NOT BUY THEIR GLASSWARE FROM US.

Are You One?

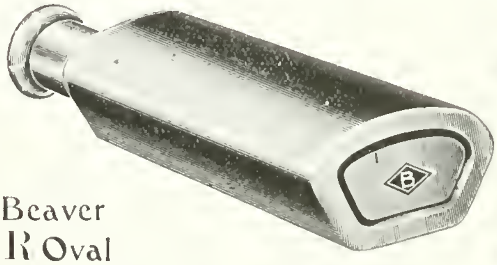
If so, it will pay you to let us be **Your Bottle Men.**

A bottle of good appearance gives an individuality to your prescriptions. By using our **Beaver** or **Ideal ℞ Ovals** illustrated here, you will be adding to your ℞ department one of the most artistic containers on the market.

Our prices are right! **Special attention to Mail Orders.**

WRITE US!

Ideal
℞ Oval

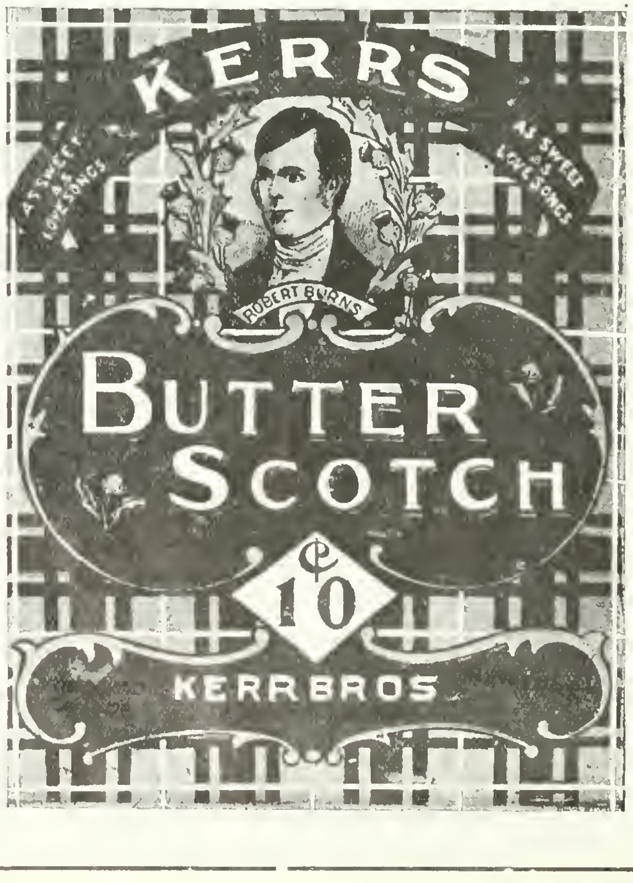


Beaver
℞ Oval

THE BEAVER FLINT GLASS COMPANY
OF TORONTO, LIMITED.

DRUGGISTS' GLASSWARE
TORONTO - CANADA

"EVERYTHING THE DRUGGIST NEEDS IN GLASS."



We Believe That

Kerr's Butter-Scotch

is the best repeat-selling package on the market.

Reason? Quality!

You must have Quality to make a repeat-seller.

PACKED AS FOLLOWS

5c Packages = 40 to Carton
10c Packages = 20 to Carton

And we guarantee it not to sugar. If it should sugar, we gladly exchange for fresh stock.

Order from Your Wholesaler TO-DAY.

KERR BROS.

486 Queen W.,
Toronto

New York
U.S.A.

tary medicines should be restricted solely to qualified pharmacists. This may be regarded as a pious resolution which it will hardly be possible to put into general practice. The resolution was supplemented by the following recommendations: (a) The system of selling proprietary medicines at prices below those marked on the packages is unethical; (b) it is necessary in all countries to combat price "cutting" by some organized protective system. (c) Proprietary articles manufactured in foreign countries should be specially packed for the country in which they are intended to be sold. (d) A list should be published in each country of the names of the proprietary which should be subject to regulation. (e) An international committee should be appointed to consider the question of the regulation of the sale of proprietary articles. (f) In each country combined efforts should be made to prohibit the sale of remedies which are objectionally advertised, and for which untruthful claims are made.

A subject of a similar character was discussed in the scientific section—namely the sale of

Proprietary Disinfectants.

It was submitted by Mr. Delaye that the sale of these articles should be subjected to a special control in the following manner: 1. Manufacturers should be licensed by public authority, and before these products are placed on the market they should be submitted to chemical and bacteriological analysis with the object of ascertaining if they possess the properties claimed for them. 2. Authorized products should be sold in original packages bearing the name and address of the manufacturers and sellers, and also the date of manufacture. They should bear a stamp indicating that the product had received official sanction. They should be accompanied by a note indicating the amount of active principle contained in the disinfectant or its bactericidal power. 3. The sale of proprietary disinfectants for which therapeutic properties are claimed or which contain poisons should be restricted to pharmacists. 4. With this object in view proprietary disinfectants and antiseptics on the market should be under the permanent control of government agents, who should be empowered to take samples at any time for analysis. 5. Every year a list of antiseptic products and disinfectants of which the sale is authorized should be issued. These proposals were endorsed by the meeting.

A Permanent International Society.

Was the subject of a communication presented by two pharmacists from Holland, Messrs. Hoffmann and Schoepp, who stated that the object of an international pharmaceutical association would be to study the solution of all questions relative to the organization of the pharmaceutical profession and the practice of pharmacy in different countries; to collect information concerning pharmaceutical legislation, and to put it at the disposal of different governments, to indicate how a scientific development of pharmacy by improved legal organization could benefit public health; to indicate the direction which legislation ought to take. The international association would be able to submit to international control the production of new remedies, and would be able to collect from all sides information concerning the medicines which appear on the market. On the proposal to form an international pharmaceutical society being put to the vote it was unanimously agreed to, and a provisional committee formed to discuss the preliminary details.

In addition to the above subjects a number of papers of less general interest were contributed. A paper dealing with the desirability of the pharmacist making his own galenical preparations was read by Mr. Duliere, chief inspector of Belgian pharmacies, who claimed that each pharmacist should make such preparations as vegetable powders, tinctures, extracts and ointments.

Mr. Ledrand read a paper on the limitation of pharmacies, in which he said that in countries where the number of pharmacies were limited by state, pharmacy was in a much more flourishing condition than in those countries where there was unlimited competition. A system of limitation exists in Germany, Austro Hungary, Russia, Italy, Switzerland, Norway, Denmark, Greece and Bulgaria. A resolution in favor the principle of limitation was passed by the congress.

Mr. Vandin introduced a discussion on the position of pharmacists, with reference to pharmacopoeial revision, and asked the congress to pass a resolution in favor of as strong a representation of pharmacists on pharmacopoeial revision committees as of medical practitioners. This resolution was carried.

Professor Bourquelot read a paper on the "Biochemical Method of Research on Glucosides." Professor Perrot and Mr. Goris described a special method which they have devised for the purpose of keeping plants in a fresh condition, by destroying the diastase. Mr. Goris also read a paper on plants containing caffeine. Mr. Leger described the experiments he had made which led to the establishment of the constitution of aloins. Messrs. E. Hercod and T. Maben read a paper on the Assay of Pepsin, based upon work done in the laboratories of Parke, Davis & Co. They suggested that the question be remitted to a committee appointed by the congress to consider and recommend an international standard and method of assay, and the suggestion was adopted. A banquet was held on September 6th.

NATIONAL ASSOCIATION OF RETAIL DRUGGISTS.

The twelfth annual convention of the National Association of Retail Druggists of the United States, was held in Pittsburg, Pa., Sept. 12-16.

The following officers were elected for the ensuing year :

President, H.B. Guilford, Rochester, N.Y.; first vice-president, C. P. Gladding, Hartford, Conn.; second vice-president, Peter W. Walter, Pittsburg, Pa.; third vice-president, E. A. Bernius, St. Louis, Mo.; treasurer, Harvey I. Leith, Providence, R. I.; secretary, Thomas H. Potts, Chicago, Ill.

Executive Committee—Charles F. Mann, Detroit, Mich., chairman ; H. C. Shuptrine, Savannah, Ga.; Charles H. Huhn, Minneapolis, Minn.; A. E. Zuber, Chicago ; E. H. Theising, Cincinnati, Ohio ; H. E. Merritt, Plains, Pa.

Department heads, the same as last year, were chosen as follows : Frank C. Ullrich, general organizer, Chicago ; Charles M. Carr, director department of publicity, Chicago ; Otto E. Bruder, director propanganda department, Chicago ; Jos. W. Errant, general attorney, Chicago.

PHARMACEUTIC AND THERAPEUTIC NOTES.

Incompatibilities in a Nutshell.

Nobody will deny the importance of familiarity with prescription incompatibles. Instances are not at all rare where the efforts of a prescriber, perhaps an excellent diagnostician and therapeutist, have been frustrated by a lack of knowledge of the fundamental principles of incompatibility in medicine. He may prescribe a combination in which the active principle becomes precipitated, and therefore either altogether inactive or at least very much slower and uncertain in action ; in the hope of getting a stronger antiseptic effect he may prescribe in the same combination two antiseptics which decompose each other, and thus lose all antiseptic properties (potassium permanganate and carbolic acid) ; he may prescribe a combination by which a much more poisonous ingredient than the one expected would form (mercurous iodide and potassium iodide,) or vice versa, by which the active ingredients would become destroyed (mercuric chloride and syrup of hypophosphites). Finally, he may prescribe a combination, the putting up of which would present insuperable physical obstacles—through liquefaction, solidification, explosion, etc.—and thus cause delay, annoyance, aggravation to himself, the druggist, and the patients.

We thus readily acknowledge the importance of the subject. But we believe that its difficulties are exaggerated. We believe that a few hours' application should suffice to master the fundamentals of incompatibility in medicine, and with this object in view, we have formulated a few rules which should make the acquisition of the necessary knowledge quite easy.

Alkaloids—Great care is necessary in prescribing these, because most of them being potent drugs, precipitation may cause serious consequences, by an overdose of the alkaloid being poured out in one dose. Whenever feasible, alkaloids should be prescribed by themselves, either in solution, or better still, in the form of granules, pills, etc. Alkaloids should not be prescribed with : Potassium hydrate, carbonate and bicarbonate, sodium, hydrate, carbonate, bicarbonate and borate (also phosphate) ; ammonia water and ammonium carbonate ; lime-water, iodides, bromides, tannic acid (or substances containing tannin); mercuric chloride ; gold chloride. Besides the foregoing, quinine is also incompatible with salicylates and acetates. The reason the alkaloids are incompatible with the above enumerated substances is because the alkaloids are precipitated by them. For instance, if we prescribe morphine sulphate and ammonia water or ammonium carbonate (or the aromatic spirit of ammonia, which contains those substances), pure alkaloidal morphine, which is but very slightly soluble, will precipitate ; if we prescribe morphine sulphate and tannic acid, morphine tannate will precipitate ; if we prescribe strychnine sulphate and mercuric chloride, a double salt of strychnine and mercury will precipitate, etc.

(N.B.—The alkaloids, or their salts, official in the Pharmacopoeia, are: Aconitine, apomorphine, atropine, cinchonidine, cocaine, codeine, colchicine, homatropine, hydrastine, hydrastinine, hyoscine, hyoscyamine, morphine, pelletierine, physostigmine, pilocarpine, quinine, scopolamine, sparteine, strychnine ; in practice, codeine may be prescribed with alkalies, because the pure alkaloid is itself quite soluble in water.)

Tincture of Ferric Chloride.—The principal incompatibles of this much-prescribed tincture and of all ferric salts, are : Salicylates (formation of deep violet-blue color and precipitate of ferric salicylate) ; benzoates (flesh-colored precipitate of ferric benzoate) ; tannates (inky color and precipitate of ferric tannate) ; antipyrine (red color); the iodides and bromides (liberation of iodine and bromine) ; mucilage of acacia (gelatinous precipitate, unless well diluted); carbonates and bicarbonates (precipitation of ferric carbonate

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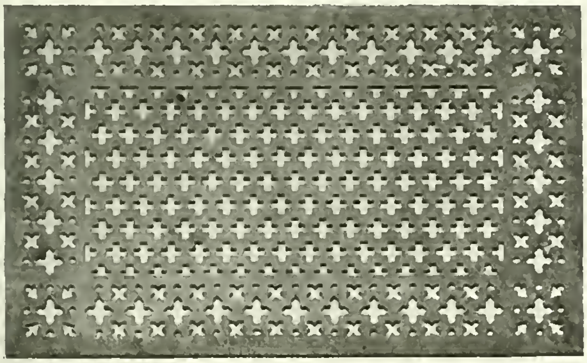

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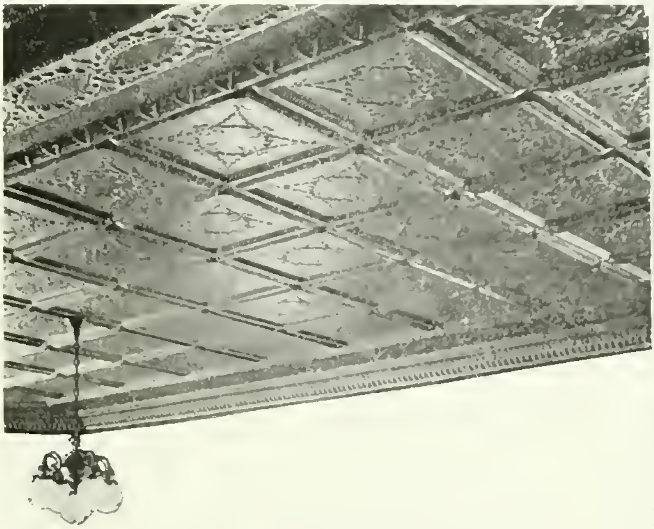

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and oxide) When prescribing quinine sulphate with tincture of iron, it is not necessary to order some acid, because the tincture of iron is itself sufficiently acid to dissolve the quinine. It is also well to remember that oil of wintergreen (and oil of sweet birch) will give a deep violet color with ferric salts, because it is chemically methyl salicylate.

Mercurial Compounds Their incompatibles are: Potassium and sodium hydrate, carbonate and bicarbonate; ammonium hydroxide (ammonia water) and carbonate; lime water (precipitates of as oxide); hypophosphites (reduced to the metallic state). Besides, it is necessary to emphasize the incompatibility of mercurous iodide with potassium iodide and other iodides (the mercurous iodide decomposes into mercuric iodide and metallic mercury) and of mercuric compounds with alkaloids and borax. The statement that calomel is incompatible with sodium chloride and with hydrochloric acid is based on an error.

Silver Nitrate—The only real incompatibility of silver nitrate that occurs in practice, is with chloride and perhaps sodium bicarbonate. The reason physicians sometimes commit the absurdity of prescribing these substances together is because they know that the salts neutralize the caustic effects of the silver nitrate. As to organic substances, the dictum that they are all incompatible with silver nitrate needs revision. It is true that they reduce the nitrate to the state of an oxide, but it is always the astringent effect of the nitrate that we seek when we administer argentum nitricum? Do we not frequently want the constitutional effect of the silver? When we do desire the astringent effect on the intestinal canal, silver nitrate should be administered in keratin-coated pills, and the diluent should be an indifferent substance like kaolin.

Spirit of Nitrous Ether. The two incompatibles of practical import that the physician has to bear in mind are: Antipyrine (a green color due to the formation of a nitroso compound) and iodides (the liberation of iodine). With the salicylates a brownish color is formed, which does not amount to much, and with the fluid extracts of uva ursi and buchu there is a slight effervescence.

Hydrogen Dioxide.—The incompatibles of this valuable therapeutic agent are: Potassium permanganate, carbolic acid, chlorine water, ferric chloride, iodides, ammonia water, potassium hydroxide, sodium hydroxide.

Acids and Salts—The strong acids, as a rule, decompose the salts, but, contrary to the general impression, the incompatibility is not a very important one; very often we prescribe deliberately an acid and a salt (usually a carbonate or a bicarbonate) in order to get a new salt in a fresh condition. Thus we prescribe sodium bicarbonate and salicylic acid in order to get freshly made sodium salicylate. Salicylates and benzoates, however, should never be prescribed with acids, because salicylic and benzoic acid are liberated, and being but very slightly soluble in water, they float about in flakes or are precipitated to the bottom of the vessel.

Miscellaneous Points—(1) Ichthyol is insoluble in strong alcoholic media and incompatible with because precipitated by, strong acids and iodides. (2) Iodine should not be prescribed with water or glycerin unless some potassium iodide is ordered at the same time. (3) Hydrochloric acid, when added directly to potassium chlorate, liberates chlorine. This is often done deliberately when a physician wants a mixture containing free chlorine. (4) Menthol, thymol, chloral and camphor liquefy when rubbed together. While they may be prescribed in a liquid preparation, they are absolutely incompatible when ordered in powders or capsules. (5) Potassium permanganate is incompatible with most organic substances, and when prescribed in pill form, should be prescribed with kaolin as the diluent, and petrolatum or woolfat as the excipient. (6) Chlorine water should be prescribed alone, because it combines very readily with other substances. (7) Protargol should not be prescribed with zinc sulphate.

With these few points in mind and their acquisition certainly presents no great difficulty the physician, we believe, will be able to make a practice of prescribing independent combinations without the fear of making blunders, serious or otherwise.—From an editorial in Critic and Guide

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LIQUEFACTION OF MIXTURES OF SALOL WITH OTHER SUBSTANCES.

Salol and menthol may be mixed in the proportion of one molecular weight of the former to three of the latter, also in the proportion of three to two molecules to form a dry powder; two molecules salol to three menthol produce a damp powder and equal molecules of each liquefy.

Salol and camphor in different proportions produce either pasty mixtures or liquids.

Salol with either phenacetine, antipyrin, or salicylic acid will result in dry powders, but the addition of a small amount of camphor to either mixture will cause liquefaction. Salicylic acid with camphor alone forms a dry powder.

Three molecules of salol to one of thymol or one of salol to three of thymol form pasty mixtures; in other proportions they liquefy.

Either one or three molecules of salol to two of chloral hydrate form moist powders, but in other proportions dry mixtures result.

Salol and resorcinal in different proportions form dry powder. With acetanilid a dry mixture results, but the addition of antipyrin causes liquefaction.

Either beta-naphthol, pyrogallol, or sodium salicylate mixed with salol results in dry mixtures. While salol with either antipyrin or resorcinol forms dry powder, when all three are mixed a pasty mass results—R.J. Wotrig, Phila. College of Pharmacy.

Tests and Methods for Accurately Determining the Percentage of Grain Alcohol in Pharmaceutical and Alcoholic Preparations Generally.

For the alcoholic determination in spirituous liquids, the most convenient method for the pharmacist, is to evaporate the alcohol from a measured quantity of the liquid, and dilute the remaining liquid to its original volume with water.

The specific gravity before evaporation is divided by the specific gravity after evaporation. The result is the specific gravity of the alcohol and water only. The alcohol per cent. is then determined by the alcohol table as shown in the United States Pharmacopoeia or United States Dispensatory.

The more accurate determinations should be made by distillation. A measured quantity of the liquor is heated in a retort until all the alcohol has distilled over. Sufficient water is then added to make up the original volume, and the alcohol content determined by the specific gravity found.

The practice of adding 100 Cc. of water to 100 Cc. of the liquor, and distilling over 100 Cc., does not give correct results.

If a spirit contains a high per cent. of alcohol 50 Cc. of the spirit are diluted with 100 Cc. of water, and 100 Cc. distilled over. The per cent. of alcohol found is multiplied by two.

The temperature at which the spirit and the alcoholic distillate are measured is frequently overlooked. A difference from 3 to 4 per cent. of the alcohol is frequently found when the liquor is measured into the retort at a higher or lower temperature than that at which the distillate is measured.

The presence of ether, chloroform, or other highly volatile substances in spirituous liquors prevents the accurate determination of the alcohol by ordinary methods.

For example the distillate from a spirit containing 61 per cent. of alcohol to which had been added chloroform, showed the presence of only 56 per cent. of alcohol, owing to the high specific gravity of the chloroform.

Out of forty lots of alcohol tested, thirty-one contained traces of residue when 50 Cc. were evaporated, and twenty-two contained traces of aldehyde, contrary to requirement.

For the detection of aldehyde, the fuchsine test gives quite satisfactory results. To 5 Cc. of alcohol add a few drops of fuchsine solution previously decolorized with SO_2 gas. The depth of color and the rapidity of its formation are proportionate to the amount of aldehyde present, and is compared with the color produced in alcohol of known excellence.

The average per cent. of alcohol found in these samples was 93.9 by volume, the highest being 96, and the lowest 92.6 per cent.

Out of twenty-seven samples of deodorized alcohol, twenty-five contained traces of residue, and seventeen traces of aldehyde. The average per cent. of alcohol was 94.6 by volume.—Merck's Report.

BUSINESS EXPENSES.

(System)

Pruning season comes in business as well as in orchards.

The fruit of profit is borne on the branches of expense—and profit, like fruit, grows biggest on the tree whose branches are pruned in season.

Let expense grow wild—profits grow small. Trim expense close to the balance between efficiency and economy—profits will come to a harvest.

Every business will warrant just so much expense. But the tendency of expense is always to cross the margin of profit and invade the column of loss.

So check over your cost sheets. Scrutinize your payroll. Analyze your overhead charges.

Then cut to the bone the useless expenses that sap profits.

MUTUALLY SOFTENING.

A French chemist has studied the liquifying properties of mixtures of salol and camphor, naphthol and camphor, etc., and shows that their liquifaction is not the result of chemical union, but is due to the fact that such mixtures have a lower melting-point than either of their constituents.

RASSILLIT.

A preparation exploited by the Rasillit Co., Berlin, and which is to make possible shaving without a razor. It is applied to the face, rubbed in like shaving soap and allowed to remain for three minutes. At the end of that time it is washed off and —presto !— the beard has vanished. It occurs in the form of a powder and is claimed not to be injurious to the skin.

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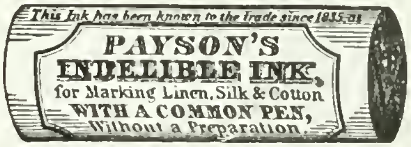
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SOME FORMULAS FOR ELIXIRS PROPOSED FOR RECOGNITION IN THE REVISION OF THE NATIONAL FORMULARY*

By Geo. M. Beringer, Ph.M., Camden, N.J.

The following are some of the formulas that are offered for consideration in the revision of the National Formulary and are presented here to encourage trial and criticism from practical pharmacists. Several of these are for preparations not heretofore included in the Formulary, while others are only offered as improvements on the present official formulas.

Elixir of Calcium Lactophosphate.

In the National Formulary III, the salt is directed to be made from calcium lactate and phosphoric acid in the process. As calcium lactophosphate is now a commercial chemical, a definite weight of the salt should be directed along with the largest percentage of aromatic base attainable, and in accordance with this thought the following improved formula is suggested.

Elixir Calcii Lactophosphatis.

Elixir of Calcium Lactophosphate.

Calcium Lactophosphate	25 Gm.
Lactic Acid	8 Cc.
Aromatic Elixir, a sufficient quantity to make	1,000 Cc.

Reduce the calcium lactophosphate to a powder and triturate this with a mixture of 500 Cc. of the aromatic elixir and the lactic acid and then add sufficient aromatic elixir to make 1,000 Cc. of product, and, when the salt is dissolved, filter.

Elixirs of the Glycerophosphates.

The National Formulary now gives a formula for elixir of glycerophosphates containing the sodium and calcium salts, but it is deficient in flavoring as it contains only 300 Cc. of aromatic elixir in a liter. The present National Formulary elixirs as a class are subject to just criticism on account of the monotony of flavor in most of them, and in many of the formulas there is an insufficiency of aromatics due to the fact that aromatic elixir is used as a diluent instead of modifying the manipulation and using a requisite amount of compound spirit of orange or other desired flavoring as an ingredient in the formula.

The glycerophosphates, especially the calcium salt, are readily precipitated by alcohol and consequently the manipulation and compounding must be so managed as to prevent the presence of any excess of alcohol at any time and to avoid a precipitate which, once formed, is difficult to dissolve and will yield a preparation that is hard to clarify. Yet, the finished product must contain sufficient alcohol and aromatics to be permanently clear and satisfactory. My experiments lead to the conclusion that approximately 12½ per cent of alcohol is the amount needed.

To prevent the precipitation of the glycerophosphates, especially calcium, a slightly acid solution is necessary. The addition of phosphoric acid, of glycerophosphoric acid and of lactic acid have been tried and in my experiments lactic acid has given the best results and is recommended.

As the compound elixir of glycerophosphates, containing the sodium, calcium, iron, manganese, quinine and strychnine salts is in many localities more frequently prescribed than is the simple elixir of the glycerophosphates of sodium and calcium, formulas for both are recommended with appropriate flavorings.

Elixir Glycerophosphatum.

Elixir of Glycerophosphates.

Sodium glycerophosphate (75 p.c.)...	22 Gm.
Calcium glycerophosphate	8 Gm.
Lactic acid	8 Cc.
Glycerin	300 Cc.
Compound spirit of orange	12 Cc.
Alcohol	125 Cc.
Purified talc	15 Gm.
Distilled water, a sufficient quantity to make	1,000 Cc.

Dissolve the glycerophosphates in 500 Cc. of distilled water mixed with the lactic acid, add the glycerin and to this solution gradually add the alcohol and compound spirit of orange previously mixed, agitating after each addition and then add sufficient distilled water to make 1,000 Cc. Finally, add the purified talc, mix and filter.

Elixir Glycerophosphatum Compositum

Compound Elixir of Glycerophosphates

Sodium glycerophosphate (75 p.c.)...	11 Gm.
Calcium glycerophosphate	16 Gm.
Iron glycerophosphate	3 Gm.
Manganese glycerophosphate	3 Gm.
Quinine glycerophosphate	1 Gm.
Strychnine glycerophosphate	0.125 Gm.
Lactic acid	8 Cc.
Compound spirit of Cardamom	10 Cc.
Alcohol	125 Cc.
Glycerin	350 Cc.
Purified talc	15 Gm.
Distilled water, a sufficient quantity to make	1,000 Cc.

Dissolve the calcium and sodium glycerophosphates in a mixture of 200 Cc. of distilled water with the lactic acid, and the iron and manganese salts in 50 Cc. of warm distilled water and mix the two solutions. Dissolve the quinine and strychnine glycerophosphates in 25 Cc. of distilled water and add this to the other solution. Now add the glycerin and gradually add the mixture of the alcohol and compound spirit of cardamom and then sufficient distilled water to make 1,000 Cc. Finally, add the purified talc, mix and filter.

Elixirs of the Formates.

Within recent years the formates have received considerable attention as remedial agents in regular practice, and various proprietary preparations containing these have likewise been exploited. The British Pharmaceutical Codex has included several formulas for elixirs and a syrup containing these in combination, thus indicating their more or less extended use also in the British Islands.

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*Read at the Cape May Meeting of the New Jersey Pharmaceutical Association, June 15, 1910.

Two formulas are submitted, the one for an elixir of the alkaline formates copying closely that in the British Pharmaceutical Codex, and the other for a compound elixir of the formates of the same medical ingredients and approximately of the same strength as several of the proprietaries now on the market under such fanciful names as Pentaform and Formatone. These are both satisfactory from a pharmaceutical standpoint and their introduction in the revision of the National Formulary is recommended.

Various combinations of the glycerophosphates and formates are being introduced and the demands for these may be met if the physician is impressed with the ease with which mixtures of these elixirs of glycerophosphates and elixirs of formates can be directed.

Elixir Formatum.

Potassium formate	50 Gm.
Sodium	50 Gm.
Aromatic elixir, sufficient quantity to make	1,000 Cc.

Dissolve the formates in the aromatic elixir and filter.

Elixir Formatum Compositum
Compound Elixir of Formates.

Sodium formate	32 Gm.
Magnesium formate	16 Gm.
Strontium formate	30 Gm.
Lithium formate	7.5 Gm.
Quinine formate	7.5 Gm.
Formic acid ""	10 Cc.
Compound spirit of Cardamom	10 Cc.
Acetic ether	1 Cc.
Alcohol	100 Cc.
Glycerin	300 Cc.
Purified talc	20 Gm.
Distilled water, a sufficient quantity to make	1,000 Cc.

Dissolve the formates in 500 Cc. of distilled water to which has been added the formic acid, using a moderate heat if necessary; to this solution add the glycerin and then the alcohol previously mixed with the compound spirit of cardamom and the acetic ether, agitate thoroughly and add sufficient distilled water to make 1,000 Cc. Then add the purified talc, mix and filter, wash the filter with sufficient of a mixture of alcohol one volume, of distilled water nine volumes until 1,000 Cc. of finished product is obtained.

As some of these formates may not be found in the average drug store, the formula may be modified by using the carbonates in equivalent quantities and the alkaloid quinine and the required amount of formic acid. Thus:

Monohydrated sodium Carbonate	23.	Gm.;	68.5	Gm.
Magnesium carbonate	20.	Gm.;	39.25	Gm.
Strontium carbonate	25.	Gm.;	62.	Gm.
Lithium carbonate	8.	Gm.;	20.	Gm.
Quinine alkaloid	7.7	Gm.;	1.	Gm.

The formic acid might be rounded out to 195 Gms., or possibly 190 Cc., plus the 10 CC. already used for the purpose of assuring a faintly acid and stable preparation; thus taking 200 Cc. of acid and reducing the amount of water directed. I have tried the formula both ways and it seems to be entirely satisfactory.

The compound spirit of cardamom directed in these formulas is that recomended as a substitute for the present National Formulary compound spirit and is the flavoring basis for the compound elixir of cardamom already recommended for introduction in National Formulary IV. The formula is:

Compound Spirit of Cardamom

Oil Cardamom	20 Cc.
Oil Clove	1 Cc.
Oil cassia	2 Cc.
Oil orange	20 Cc.
Oil caraway	1 Cc.
Anethol	1 Cc.
Alcohol, a sufficient quantity to make	200 Cc.

The formic acid used is the 25 per cent. acid with a specific gravity of 1,060, recognized in the German Pharmacopoeia, assuming that we would retain this in the National Formulary. If, however, one of the stronger acids now available as trade articles be introduced, then the quantity must be correspondingly diminished.

EXTEMPORANEOUS PREPARATION OF CHLOROFORM OF BELLADONNA

By Ernest Quant, F.C.S

At a meeting of this Conference in Manchester three years ago a valuable paper was communicated by R. Wright on the preparation and determination of chloroform of belladonna. The process referred to is the adopted formula of the B.P. Codex and produces a therapeutic agent which doubtless is excellent; but to a practising pharmacist the method does not altogether commend itself. On the one hand it is not calculated to produce a preparation of definite alkaloidal strength, and on the other hand the working process is extravagant in time and material, employing as it does a mixture of absolute alcohol and chloroform; and to percolate with this menstruum until a 1 in 1 product is obtained, which necessitates a considerable volume of alcohol and chloroform being left in the marc, and, even if recovered by distillation, is of doubtful value, for besides being a mixture of these two solvents in uncertain proportions, it will probably contain variable traces of ammonia.

In the discussion following the reading of the

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*Read at Meeting of the British Pharmaceutical Conference.

Canada's Largest Picture Post Card House

We Are Advertising For Names

Most of the **live** Druggists in British North America who handle Stationery are on our Mailing List.

But they are not **all** on. Are you?

We know that all "the live ones" take this Trade Journal and it is to insure our having them all that we are advertising for names.

We want to send you our Catalogs—our Holiday one in particular—so if you have not in the past been receiving them, we want you to at least see this one.

It illustrates part of the very largest range of special values ever shown in

Picture Post Cards,
Christmas Cards,
Booklets,
Folders,
Calendars,
Seals, Tags, etc.

IN THIS CANADA OF OURS.

Be sure of a copy.
It's just off the press.
A post card will bring it,
and It's worth while.

SEND US YOUR NAME TO-DAY

The Pugh M'f'g. Co., Limited
1 and 3 Jarvis St.
Toronto

Canada's Largest Picture Post Card House

Pepto-Mangan (Gude)
Reg. U. S. Pat. Off.

is *the one and only* absolutely uniform and unalterable solution of iron and manganese in the form of true organic peptonates. It is also *the one and only* preparation lawfully entitled to be known as "Pepto-Mangan," a valid trademark, which is our exclusive property. We respectfully request the trade to take due notice of these facts.

M. J. Breitenbach Co., New York, U. S. A.

GOLD MEDAL, ST. LOUIS, 1904
Grand Prize, International Exhibition, London, 1909

THOMAS TYRER & COMPANY, Limited
STRATFORD, LONDON, ENGLAND

EXCELLENCE "Sterling" BRAND RELIABILITY

SECOND TO NONE

PHARMACEUTICAL **Chemicals** INDUSTRIAL

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PHOSPHORIC ACID
ESSENCES SICCATIVES ACIDS COLLODIONS

SAL HEPATICA

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Terms, 5 p.c. 30 days

BRISTOL-MYERS CO.
277-281 Greene Ave.
Brooklyn New York

Canadian Agents
LYMANS, LIMITED, Montreal
THE LYMAN BROS. & CO., Limited, Toronto

Extract cognac...	About 10 drops.
Prepared milk	About 1 desertspoonful.
Hot soda......	1 cupful.
Whipped cream.........	About 1 tablespoonful.

Hot Coffee.

Loaf sugar......	About 4 cubes.
Extract Mocha coffee	About 1 desertspoonful.
Prepared milk...... ...	About 1 desertspoonful.
Hot soda......	1 cupful.
Whipped cream...	About 1 tablespoonful.

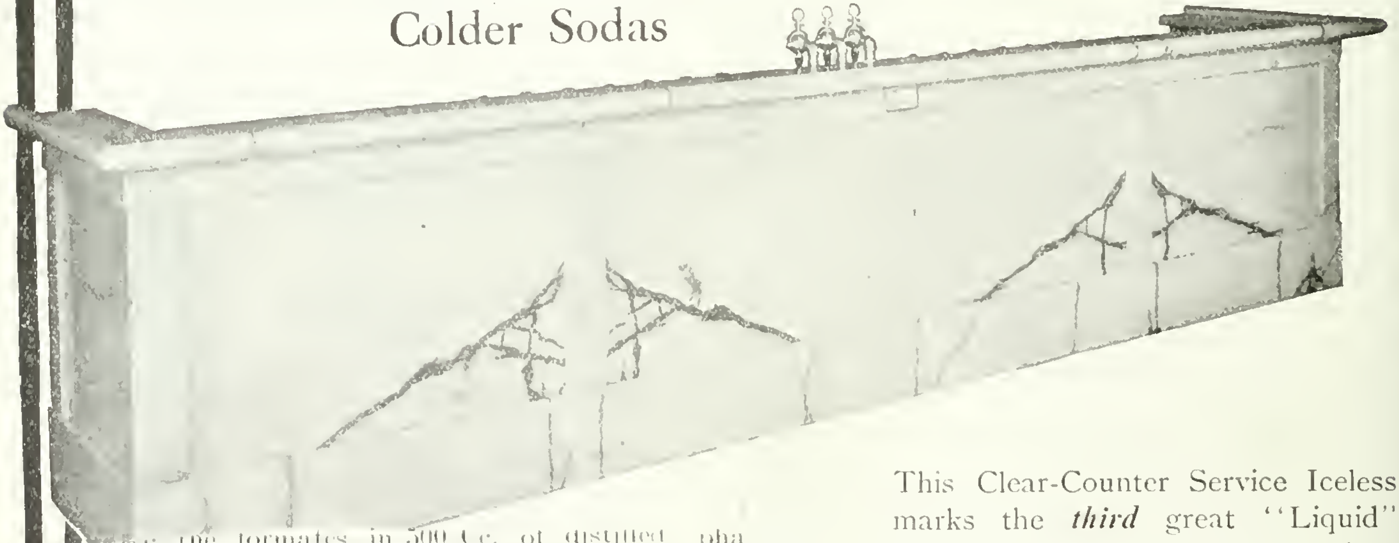
Hot Tea.

Loaf sugar......	About 4 cubes.
Extract Oolong tea...	About 1 desertspoonful.
Prepared milk	About 1 desertspoonful.
Hot soda......	1 cupful.
Whipped cream	1 tablespoonful.

The Liquid Clear Counter Service Iceless
TRADE MARK

Another Revolution in Soda Fountain Design and Construction

Ice Bills Still Further Reduced
Easier, Quicker Service
Colder Sodas



This Clear-Counter Service Iceless marks the *third* great "Liquid" Triumph in soda fountain design.

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THE LIQUID CARBONIC COMPANY

Please send a salesman who can give me full particulars about the Liquid Clear-Counter Service Iceless, etc. This request in no way obligates me to buy.

NAME..

TOWN....................................*STATE*..............
Can. Drug., - - '16.

[illegible] the formates in 500 Cc. of distilled water to which has been added the formic acid, using a moderate heat if necessary; to this solution add the glycerin and then the alcohol previously mixed with the compound spirit of cardamom and the acetic ether, agitate thoroughly and add sufficient distilled water to make 1,000 Cc. Then add the purified talc, mix and filter, wash the filter with sufficient of a mixture of alcohol one volume, of distilled water nine volumes until 1,000 Cc. of finished product is obtained.

As some of these formates may not be found in the average drug store, the formula may be modified by using the carbonates in equivalent quantities and the alkaloid quinine and the required amount of formic acid. Thus :

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In

paper to which I have alluded, I inquired whether the liquid extract of belladonna could not be employed for making the chloroform of belladonna. An answer in the negative was given, but I did not feel altogether convinced, and recently I undertook some experiments to finally settle my own mind. It is obvious that the difficulty in the way of directly employing the liquid extract of the Pharmacopoeia is the presence of water, therefore the first point to deal with was a means of eliminating the water; the addition of an exsiccated salt suggested itself, and therefore I put together a mixture of liquid extract of belladonna, chloroform and dried sulphate of soda; a clear and almost colourless solution resulted; but I felt some misgivings as to whether the alkaloids had gone with the water and colouring matter, and I considered it advisable to preclude any loss of alkaloid by the cautious addition of an alkali. Ammonia was first tried, which in turn gave place to calcined magnesia, as I wished to avoid the introduction of water and alcohol, as was necessary when using solution of ammonia or ammoniated alcohol; while, moreover, calcined magnesia possesses some dehydrating properties. Ultimately my formula became

Liquid extract of belladonna......	1 fl. ounce
Heavy calcined magnesia	4 grains
Dried sulphate of soda	4 drachms
Chloroform, sufficient to produce	2 fl. ounces

Into a dry bottle place the liquid extract with 1½ fl. ounces of chloroform and the magnesia; shake; then add 3 drachms of the dried sulphate of soda, agitate frequently during ten minutes; filter; to the filtrate add 1 drachm of dried sulphate of soda; agitate as before and filter; add sufficient chloroform to produce 2 fl. ounces.

In practice it will be found that 1 fl. ounce of liquid extract and 1½ fl. ounces chloroform will produce approximately 1¾ fl. ounces; it will also be found that a brighter preparation is yielded by adding the exsiccated salt in two portions.

Alkaloidal Determination.—This was performed according to the B.P. without difficulty or any modification excepting that, as I already had the alkaloids in chloroform, I commenced by taking 10 C.c. and adding 50 C.c. of water directly to it. The amount of alkaloids obtained was 0.31 gramme in 100 mils. It therefore appears evident that the process, apart from possessing extreme simplicity which enables it to be extemporaneously performed at the dispensing counter, permits the use of the standardized liquid extract required for all official preparations of belladonna root.

Luck and laziness do not go together. The man who climbs up must prove himself and grasp his opportunities. Opportunity will not look him up.

The Soda Fountain

HOT BEVERAGES FOR THE WINTER TRADE.

Hot Lemonade.

1.

Loaf sugar..........	About 4 cubes.
Soluble extract lemon	About 15 drops.
Tropical fruit acid.......	About 10 drops.
Hot soda...........	1 cupful.

2.

Lemon essence.........	1 fluidrachm.
Solution of citric acid......	1 fluidounce.
Syrup, enough to make	32 fluidounces.

In serving, draw 2½ fluidounces of the syrup into an 8-ounce mug, fill with hot water, and serve with a spoon.

3.

Lemon, 1.	
Alcohol...........	1 fluidounce.
Solution of citric acid......	2 fluidrachms.
Sugar.........	20 av. ounces.
Water...........	20 fluidounces.
White of 1 egg.	

Grate the peal of the lemon, macerate with the alcohol for a day; express; also express the lemon, mix the two, add the sugar.

Hot Gingerade.

Into a hot soda mug draw 1 to 1½ ounces of hot gingerade syrup, and fill with hot water and serve. Sweet cream can be added, if desired.

Hot Ginger.

Loaf Sugar.........	About 4 cubes.
Soluble extract ginger ale...	About 15 drops.
Hot soda.........	1 cupful.

Hot Ginger Ale.

Loaf sugar.........	About 4 cubes.
Soluble extract ginger ale	About 10 drops.
Soluble extract lemon...... ...	About 10 drops.
Tropical fruit acid............	About 10 drops.
Hot soda.........	1 cupful.

Hot Mint Julep.

Loaf sugar......	About 4 cubes.
Extract mint julep...	About 10 drops.
Prepared milk......	About 1 desertspoonful.
Hot soda......	1 cupful.
Whipped cream...	1 tablespoonful.
Grated nutmeg, sufficient quantity.	

Hot Cognac.

Loaf sugar......	About 4 cubes.
Extract cognac...	About 10 drops.
Prepared milk	About 1 desertspoonful.
Hot soda......	1 cupful.
Whipped cream..........	About 1 tablespoonful.

Hot Coffee.

Loaf sugar......	About 4 cubes.
Extract Mocha coffee	About 1 desertspoonful.
Prepared milk......	About 1 desertspoonful.
Hot soda......	1 cupful.
Whipped cream...	About 1 tablespoonful.

Hot Tea.

Loaf sugar......	About 4 cubes.
Extract Oolong tea...	About 1 desertspoonful.
Prepared milk	About 1 desertspoonful.
Hot soda......	1 cupful.
Whipped cream	1 tablespoonful.

Hot Chocolate.

Soluble powd. ext.
chocolate... ....About 1 teaspoonful.
Hot soda, sufficient quantity to dissolve.
Stir well, then add.
Loaf sugar...... ....1 cubes.
Prepared milk...... ...1 desertspoonful.
Hot soda...... ....1 cupful.
Whipped cream ... .1 tablespoonful.

Aromatic Beef Bouillon.

Extract aromatic beef....About 1 teaspoonful.
Ext. celery and pepper...About 10 drops.
Hot soda...... ....1 cupful.

Beef Tea.

Extract beef bouillon ....About 1 teaspoonful.
Ext. aromatic soup herbs 10 drops.
Hot soda......... ....1 cupful.

Beef and Celery Tea.

Extract beef and celery..About 1 teaspoonful.
Broken celery leaves ......2 sprigs.
Hot soda......... ....1 cupful.

Clam Bouillon.

Ext. clam bouillon....About 2 tablespoonfuls.
Prepared milk ....About 1 desertspoonful.
Ext. aromatic soup herbs About 5 drops.
Ext. white pepper....About 5 drops.
Hot soda...... ....1 cupful.

Hot Pistachegg.

Into a hot soda mug draw 1 ounce of pistache syrup and 1 ounce egg cream syrup and add ½ ounce sweet cream, 15 drops aromatic tincture and fill with hot water and mix.

Oyster Bouillon.

Ext. oyster bouillon About 2 tablespoonfuls.
Prepared milk ....About 1 desertspoonful.
Ext. aromatic soup herbs About 5 drops.
Ext. celery and pepper About 5 drops.
Hot soda...... ....1 cupful.

Chicken Broth.

Ext. chicken broth..About 1 teaspoonful.
Ext. aromatic soup herbs About 10 drops.
Extract white pepper About 10 drops.
Hot soda...... ....1 cupful.

Hot Egg Caffae.

White and yolk of ...1 egg.
Ext. Mocha coffee.....1 desertspoonful.
Sweet cream... ....1 teaspoonful.
Coffee syrup No. 1 ...1 ounce.
Shake well, strain and add
Hot soda...... ....1 cupful.
Whipped cream... .....1 teaspoonful.

Hot Peptonized Beef Tea.

Crystal pepsin ....About 5 grains.
Boiling water...... .... About ½ ounce.
Dissolve, then add
Beef bouillon ....About 1 teaspoonful.
Hot soda...... ....1 cupful.
Serve with pepper and salt.

—National Druggist.

HOT CHOCOLATE*

After carefully investigating the question of serving hot chocolate for years, and after having actual experience with all methods, the writer is satisfied that this is the best and most satisfactory method for the average dispenser. It is the one practical method ; it gives the best results and therefore is likely to give satisfaction to all of your customers, as you are thus enabled to cater to the various tastes. The great secret in preparing chocolate is to properly cook your cocoa, a thing that most dispensers fail to do. Then they wonder why they cannot produce the desired results. Cocoa that is cooked over an open fire must be cooked until the cocoa custards and when cooked in a double boiler it must be cooked from one to two hours. Anything less than an hour could hardly be called half cooked.

Hot Chocolate Syrup No. 1

In the many years of my experience in this business I have tried a good many formulas and have also drunk hot chocolate prepared in a vast variety of ways, but have found nothing that has given better satisfaction than the following formula :

One pound of the best cocoa you can buy ; 4 or 5 pounds of sugar ; 7 pints of water, and 1 or 2 ounces of the best vanilla extract. We give a choice of sugar quantity, as some prefer a sweeter syrup. Place half of the water in a double boiler, and add the cocoa ; allow it to stand until the cocoa is moistened, then stir thoroughly. Add the balance of the water and cook for one hour, stirring occasionally. Then add the sugar, stir until dissolved, and cook for 20 to 30 minutes more. Remove from fire and when cold add the vanilla and strain through a double thickness of cheesecloth. You have a rich, smooth syrup, with the cocoa as nearly dissolved as possible. The amount of vanilla used must depend upon your taste and its strength. We have found extracts of which an ounce was plenty, some others required two or three, then the result was not satisfactory, showing that there was no economy in poor goods.

To serve properly, use from 1 to 1½ ounces of this syrup to an 8-ounce mug and fill with hot milk. If you do this you will produce the best cup of chocolate that can be made.

Hot Chocolate Syrup No. 2.

An open fire formula that gives most excellent results is cocoa, 1 pound ; water, 3 quarts ; sugar, 3 pounds. Pour the water into a copper or suitable kettle and add the cocoa ; stir until cocoa is thoroughly moistened, then put on fire and cook until it has boiled thoroughly ; then add the sugar and stir until thoroughly dissolved. This may be flavored with vanilla, if desired, using 1 to 1½ ounces. Another method is to split a vanilla bean and cook it in the batch.

---

* E. F. Waite, in Ice Cream Journal.

Peroxygen Ointment

Peroxygen Dusting Powder

Hepatic Saline

Uterotone

The above preparations are being largely prescribed by the medical profession.

Manufactured by

THE MOYES CHEMICAL CO.

84-96 Jarvis St.,

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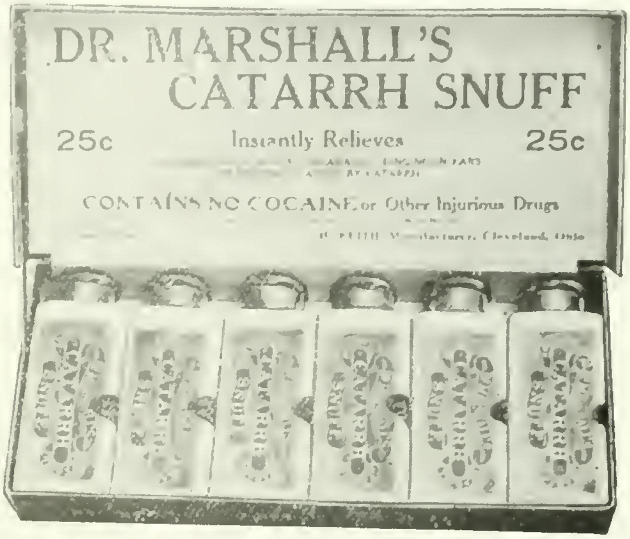

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FOR
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GOLD
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H.C.C.
REMOVES TARNISH INSTANTLY WITHOUT RUBBING
PRICE 25 CENTS
HOUSEHOLD CONVENIENCE CO. LIMITED TORONTO

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And bigger profits.

But it must be the **best**—one you can guarantee.

You must **know** exactly what you sell—for experiments are costly to your customers.

WONDER-SHINE

makes silver, gold and plated-ware just like new.

As brilliant and beautiful as coinage fresh from the mint.

And **no rubbing**—simply dip in **WONDER-SHINE**, rinse and dry.

That's all.

WONDER-SHINE saves toil and time—makes **permanent**, satisfied customers.

It is guaranteed absolutely non-injurious to silver and gold, hands and clothing—contains no acids in any form.

Send at once for sample package, full information and our new "Selling Plan."

Test it—try it on your finest silverware—**WONDER-SHINE** proves itself the one perfect silver cleaner—the best for your trade.

Write to-day.

Household Convenience Company, Limited

TORONTO, CANADA

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Allen's Hair Restorer
Ayer's Hair Vigor
Big "G"
Bromo Chloralum
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Benger's Liquor Pepticus
Benger's Liquor Pancreat
Blanchard's Syrup
Brou's Injection
Batchelor's Hair Dye
Chapoteaut Sol Strontia Bromide
" " " Iodide
Cingalese Hair Restorer
Concentrated Liquors for Syrups
Concentrated Liquors for Infusions
Concentrated Waters
Condy's Fluid
Dialyzed Iron
Distilled Extract Witch Hazel
Dinneford's Magnesia
Derma Royal
Dusard's syrup
Dyer's Malt
Eager's Wine of Rennet
Edward's Harlene
Father Mathieu's Remedy
Gourand's Oriental Cream
Hagan's Balm
Horsford's Acid Phosprate
Hydrogen Peroxide
Krauser's Liquid Extract Smoke
Ko-Ko for the Hair
Liquid Acid Phosphates
Liquid Opii Sed.
Liquor Pepsine
Liquozone Small
" Large
Lyman's Fluid Coffee
Lyman's Fluid Magnesia
Lyman's Household Ammonia
Lyman's Malt
Lachance's Capilline
Luby's Hair Restorer
Lime Juice
Danderine
Hay's Hair Health
Mineral Water of all kinds
Murray's Fluid Magnesia
Murine
Murdock's Liquid Food
Malvina Lotion
Orange Flower Water
Opodeldoc Liquid
O Keefe's Malt
Pabst Malt
Parker's Hair Balsam
Philip's Milk Magnesia
Persian Beautifier
Pluto Water
Pond's Extract
Pepper's Sulpholine Lotion
Pyrozone 3% solution
Pyrozone 5% solution
Pyrozone 25% solution
Rowland's Kalydor
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Syrups of all kinds
Sanitas Fluid
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Seven Sutherland Sisters Hair Grower
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Vineland Grape Juice
Wyeths Malt
Welch's Grape Juice

Perfumery for the Christmas Trade. We carry in Stock all the leading lines of to-day. Marechale Crushed Rose Perfume—one bottle free with an order for Five.

The Lyman Bros. & Co. Limited
Wholesale Druggists - - - - TORONTO, ONT.

The Prescription Department

The goal of perfection is only attained by concentration of effort.

The high standard of merit in "Frosst's" pharmaceuticals is the result of years of concentrated effort.

Leading physicians specify "Frosst" because the name has gained confidence among the profession.

The druggist who desires to follow the physician's directions to the letter, should have his prescription department fully stocked.

Doubt on the part of the physician that his instructions have been carried out, means trouble for somebody.

When ordering through the wholesaler, specify *"FROSST"* and be safe.

Charles E. Frosst & Co. ***Montreal***

FOR THE HOLIDAY TRADE.

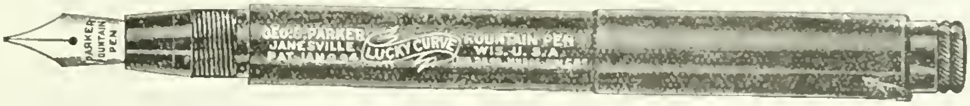
The Copp, Clark Co., Ltd., Toronto, are as usual to the fore front with special lines for the season. The advertisement which appears elsewhere has a special offer of cards which it may be well for the dealers to take advantage of. The price is low, and the quality is good, and they are sure to be saleable. Other lines which will be in demand at this time of the year are diaries, calendar pads for 1911, eye shades perforated at top and giving perfect ventilation. These latter are always for use in the laboratory and factory, as well as for the student and the reading public, and are sold to the trade at prices from 80c. to $2.00 per dozen.

The "Chad-Valley" letter file for office use or for travellers is a convenient, as well as suitable article. These are made either with or without a perforator. "Confetti" is an article which is always in demand, and dealers should never be without a full stock of it. The "Crown" confetti sold by this firm is put up in folding boxes containing 2½ ozs., and sold at 30c. per doz. boxes.

The Copp, Clark Co. are noted for their careful, as well as expeditious shipment of orders, but it would be well for all dealers to place their orders for the holiday goods, as well as repeat orders, as quickly as possible to avoid any delay.

SOMETHING NEW.

The Parker Jack Knife Safety Pen is the latest departure in Fountain Pens. It is simple, practical and thoroughly satisfactory. In the end of the regular cap is set a secondary or safety cap, held in place by a screw thread. The end of the little safety cap comes in contact with the end of the nozzle, and makes a tight, close joint, thus enclosing the gold pen in an ink tight compartment. When the regular cap is unscrewed for subsequent use, the turning of the cap enables the pen point to drain out, the free ink being carried back to the reservoir. The Parker Jack Knife Pen is supplied in $2.50, $3.00, $4.00 and $5.00 sizes. Buntin Gillies & Co., Limited, Hamilton, are the Canadian Agents for this line. Their new Stationery Catalogue No. 10 should be in the hands of every dealer.



WHAT IS "PHOSCAL?"

Many years ago the inventor of "Phoscal" made a channel-buoy for use in navigable waters, and it proved a complete success. Now the inventor has developed further opportunities for the use of this new discovery and a patent being secured. "Phoscal" is now put on the market.

The question will be asked, "What is 'Phoscal'?" And the best answer we can give is probably that given by the inventor himself, who states that "it is a composition which stores light in the daytime and emits it at night, and which incurs no cost for its maintenance, no expense, no trouble."

"Phoscal" has been already adopted to various uses, one of the most important being signs for drug and other stores. The samples shown the writer commend themselves as being excellently adapted for the intended purposes and "Phoscal" should command a large sale. Further particulars may be had from the Phoscal Light Co., Ltd., Simson Building, Halifax, N.S.

THE ILLY-NURTURED BABY.

In the course of daily practice the physician is frequently called upon for advice as to the management and treatment of the child that fails to thrive. Many such babies, while not marantic, and while apparently happy and healthy in other respects, seem to remain "in statu quo," without evidencing the normal growth and gain in size and weight. Very naturally, the first thing to be investigated is the character of the child's food, the frequency of feeding, etc., and attention to the food factor is imperative, if improvement is to be expected. In addition to this, however, the little patient often requires some "fillip" to vitality in the form of a mild general tonic and reconstructive. For this purpose nothing is more generally beneficial than Pepto-Mangan (Gude), in doses proportionate to age. Being palatable, even young children take it readily. As it is free from irritant properties, it is readily tolerable and absorbable, without disturbing the digestion or producing constipation.

SPRITOL.

This is a substitute for alcohol, put on the market by the firm of Otto Hoffman, Berlin. The composition is a trade secret, but it is said that the article is an altogether new preparation containing no methyl, ethyl, or amyl combination. It is described as a clear, colorless liquid, of a faint peculiar odor. It burns with a non-luminous flame, leaving no residue. According to the manufactures it can be used for all purposes for which alcohol is used, except, of course, as a beverage.

-- IF IT IS A --

WATERMAN'S LINCOLN

IT IS ALL RIGHT

In the Manufacture of

A. A. WATERMAN & CO'S PEN

quality is assured, nothing being used but the finest Beni Bolivian Para rubber from Bolivia. This is the finest grade gathered in any part of the world.

THE WATERMAN PEN POINT

is made from 14 carat gold, alloyed with silver and copper; is acid proof and non-corrosive; tipped with iridium, mined in the Ural Mountains of Russia, and passes through seventy careful and delicate operations before reaching the market.

The Waterman Pen **costs no more** at first, and **less in the end.**

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Orders filled with prompt despatch and accuracy, and at the lowest landed rates.
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Our Specialities are:
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Wholesalers and Publishers please apply for free samples and prices.

Optical

THE SALE OF OPTICAL GOODS.

It is many years now since we first urged upon the retail druggist the importance of making the sale of optical goods an additional side line, pointing out that it would not only be a substantial addition to the profits of the business, but would also be an education for the druggist himself, who in order to sell these goods intellectually, must have a knowledge of optics and the proper fitting of spectacles, not by guess work, but by rule obtained by study.

It is perhaps needless to say that the growth of this business with the retail druggists has become remarkable in its volume, and although at one time the sale of spectacles, eye-glasses, etc., was confined pretty much to the jewelry establishment, yet when the druggist took it up in earnest, business was quickly transferred to the drug store. The public feel greater satisfaction in the fitting of glasses by druggists, who have a more intimate knowledge of the eye and its needs than any other dealer, and also because it is a part of their course of study.

From now on for six or eight months, at least, demands for these lines of goods will be large, and druggists should see to it that their stock is kept well assorted, and that new lines and novelties are added, as they come on the market, and thus keep up-to-date with everything in optics.

Our advertising pages contain the announcements of leading firms in Canada who cater to the Druggist-Optician, and we feel confident that the goods can be obtained from these firms to meet all the requirements of the optical trade.

GLASS ADJUSTMENT.

Crowley, in the Optician, declares that for the satisfactory performance of this part of glass-fitting there are two requisites. One is skill in handling your frames and tools, and the other is a good set of tools, specially made for their purpose.

For bridge bending, four pairs of pliers, if properly constructed, will cover all that is necessary in this direction, viz., one pair of pointed nose pliers, one pair of half-round pliers, with a W-shaped groove near the top on the round side of the jaws, a pair of pointed flat pliers with one side filed quite round, and a pair of flat pliers with the jaws closer at the top than the middle, so that when opened about the width of a joint they will be parallel, and not slip when holding a joint. In all these the marks usually in pliers to prevent them slipping should be removed, so that as few marks as possible may be left after using them.

To increase the p.d. of a spectacle the lenses should be removed, as there is a great possibilty of them being chipped, especially if they are glazed at all tightly. The pair of pliers with the groove should be held over the eyewire and the portion of bridge which is joined on to the eye and the arm of the bridge grasped with the pointed nose pliers, and the eye bent outwards, after which it should be thrown back into its proper plane by opening out the crank of the bridge from the base of the spread. This should be repeated on the other side; and if one eye is to be decentered this should be opened out more or less, as the case demands.

When a decrease in the p.d. is desired the order is reversed, the eye being bent inwards and the crank being closed on to the contour or arch of the bridge. This, of course, with a w.b. With a crank, the arch is widened, and the arms bent down to bring the eye straight.

To bend a bridge so that it has more projection, the arch of the bridge should be grasped between the thumb and first two fingers of the left hand, and the flat nosed pliers placed over the crank or arm at right angles to the lenses, and the arm bent upwards the required amount, and then this be repeated on the other side. To decrease projection, on the contrary, the arms are bent down.

All these operations have the result of affecting the other measurements in some way or other, and this must be carefully noted. For instance, opening out the p.d. by the arms without opening out the spread has the effect of increasing the projection. Increasing the projection decreases the height, and decreasing the projection increases the height, and in both cases alters the angle of the bridge.

TESTS FOR HETEROPHORIA.

All the tests for the detection and measure of heterophoria, or muscular imbalance, depend upon the fact that when single binocular vision is interfered with, the guiding sensation ceases to operate, and both eyes turn in the direction in which the strongest acting muscle or muscles pull them. All the tests, therefore, depend upon destroying binocular vision.

One of the simplest ways, proposed by Von Graefe, consists in placing before one eye a prism stronger than that the eyes can overcome. Suppose, for instance, we want to test the lateral balance. We place before the right eye a prism of 10 degrees base down. The image of a distant flame as seen by the right eye is displaced in the direction of the apex of the prism—that is, above—while the left eye sees the flame in its right position. The two images should be directly above one another if there is perfect balance between the laterally acting muscles. If the two images do not appear in a vertical line there is eso- or exophoria (according to the images being homonymous or crossed), and the strength of the prism, base out or base in, which brings the two images in a vertical line, and gives the amount of later heterophoria. The vertical balance is tested in the same way, by using a prism strong enough to produce diplopia when placed before one eye with its apex out. If the two images are in the same horizontal plane, the vertical balance is perfect. If not, the vertical prism which brings the two images in the same horizontal plane gives the amount of vertical heterophoria.

The use of Maddox double prisms, and of Maddox rod, is based upon similar principle. The advantage of the latter instrument is that, as the two eyes see different things, the tendency to fusion is more completely abolished than in the precedent tests.

OPTICAL GOODS.

We have pleasure in calling the attention of our readers to the advertisement of T. A. Willson & Co., Reading, Pa., who for some time were continuous advertisers with us, and have now opened a Canadian supply house at 23 Scott St., Toronto, Ont., under the management of Mr. A. J. McCrae.

This firm is one of the foremost firms in existence, manufacturing spectacles and eye-glasses, having been established in 1870. A special feature which commends itself is that all the wonderful machines in use in their factory have been devised by members of the firm, and which means that their goods are not only absolutely uniform, but they are always reliable, and made with a view to supplying the wants of particular people.

They call attention to the fact that the "cable temples," which were hitherto only obtainable in high priced goods, are now included in the "Willson" line at moderate prices. Their gold goods are sold at popular prices which must commend themselves to the trade, and their samples should be seen before making purchases.

There is another feature that we notice about these goods, and that is their excellent finish, a fact which will always appeal to the customer. To those druggists who are not yet handling optical goods, as well as those who are already in the business, we would suggest writing to the Toronto office of this firm, who will gladly supply prices, etc., on application.

USING TRIAL LENSES.

A detail of the routine of testing which is frequently overlooked is the manner in which the trial lenses are taken out and put into the frame when in position on the customer's face. By exercising a little care, with practice this can be done quite easily and simply, with a good pattern frame, but it is often done unfortunately in a careless and sometimes even rough manner, which may cause the subject considerable inconvenience. This produces on the customer anything but a favorable impression of the refractionist's skill. The weight of the trial frame itself becomes very tiring if in position for any length of time, and probably some form of wall bracket arrangement would be much better, but I have not seen one yet which fulfils all the requirements. The price of the wall bracket frame is a considerable item as compared with the ordinary pattern in use. In practice I find it convenient after the correction is arrived at to remove the heavy adjustable frame, allow the customer to rest for a minute or so, and then fit up the correction in a simple double-cell frame to try whether it is comfortable for binocular vision.

Reminders.

After testing the sight of a little girl recently who had simple myopia of 1d., as is my practice I explained to her father, who had brought her, that some of the trouble might be alleviated by paying attention to such details as the position of the light when reading, also stooping over books or work and so on. He then told me that her previous glasses had been prescribed by a medical man, who had simply written a prescription for the lenses without any further remark, and in consequence the child had been going on in the usual way, which certainly had not tended to improve the defect, and had very probably helped to make it worse. I believe in giving to customers an explanation of the cause of the trouble, as it serves to impress on the customers' mind what they should do and what they should not do, and it also helps them to get the best results from the correction ordered. Another similar detail which the customer may be well reminded of is not to alter the distance between the lens and the eye. This alters the power of the lens according to the distance moved and the original power of the lens, the actual increase being given by the formula $R' = R + \frac{1}{1-Rd}$. d being the distance moved and R the power in dioptres.—Optical Review.

The strongest business is in great danger when it ceases advertising.

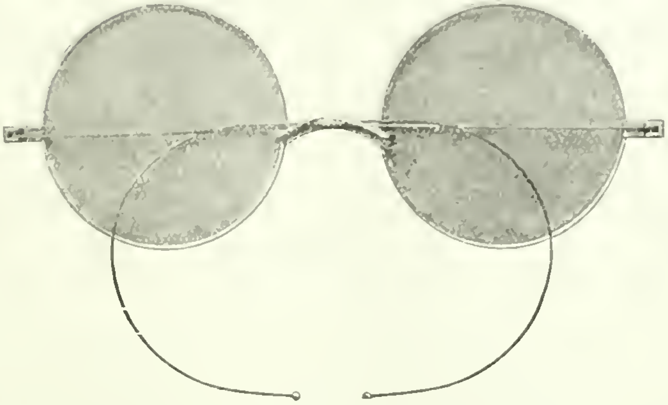
No advertisement is lost which makes a good impression on the reader.

Interchangeable

EYE PROTECTORS

In Albex White Metal

(Including New Cable Styles)



No. 18 Eye Protector. White mi-coquille lenses, $1\frac{7}{8}$ inches in diameter..........................per doz.	**$2.00**
No. 718 Cable Eye Protector. Same as above, but with cable temples..........................per doz.	**3.00**
No. 19 Smoke, Blue and Amber. Lenses $1\frac{5}{8}$ inches in diameter..................................per doz.	**2.40**
No. 719 Cable, Smoke, Blue and Amber. Same as No. 19, but with cable temples ....per doz.	**3.60**

We fill no retail orders direct from our factory, but these styles can be obtained from all leading Canadian jobbers at the above prices.

T. A. WILLSON & CO., Inc.

MANUFACTURING OPTICIANS

ESTABLISHED 1870 Reading, Pa.

Canadian Office : A. J. McCRAE,
23 Scott Street, TORONTO

Photographic
Supplies

UNITED PHOTOGRAPHIC STORES LIMITED

ENSIGN Cameras and Films
Imperial Plates
Wellington Goods
Regal, Banner Plates

YOUR CUSTOMERS WANT THEM !

FILMS

WHY NOT SUPPLY THEM ?

Distributing Agents :

The United Photographic Stores, Limited
Montreal *Ottawa* *Quebec* *Toronto*

WE - -
OFFER

OPTICAL EDUCATION BUSINESS AND SUCCESS

TO DRUGGISTS WHO WISH A LUCRATIVE OPTICAL PRACTICE

Our Instructors come to you. Teach you the science. Establish a business which yields magnificent profits. You get the knowledge, optical patronage of your locality and all future business without spending one dollar. Write for particulars.

Empire College of Ophthalmology, Ltd., 358 Queen St. West, Toronto

GOLDONA

You make the print: GOLDONA does the toning.

The Lazy Man's Discovery

Glorious Goldona!

"Hurrah! I get perfect tones by simply fixing the prints. Marvellous!"

—Sold in Several Grades –

– Sole Canadian Agents –

The Dominion Photo Supply Co., Limited
294 Yonge Street - Toronto

THE END OF THE HOLIDAYS.

Whether or not it be true that the earth as it cools is shrinking and growing "small by degrees and beautifully less" it is certain that it appears smaller. Now that the holiday season has drawn to a close it would be interesting to review the widening zone from which every year the stream of tourists and holiday travellers return.

The facilities and conveniences of travel have increased to such an extent that a trip half across the world presents no insuperable obstacles to the modern man if only time and means permit of his absence from home for a few weeks. Even the rule of "Every Man to His Own Hemisphere" is now as obsolete as the five mile act; and with a Bradshaw in one hand and a Cook's ticket in the other, the ubiquitous British tourist penetrates to the end of the earth with less difficulty and danger than our forefathers experienced in a journey from Bristol to London.

For most busy men these delightful days or weeks "en vacance" wherever spent are all too brief; it is not everyone who can imitate Roosevelt's example and take six months' shooting in Central Africa by way of relaxation from the serious business of life.

The Ex-President's famous holiday was remarkable for its strenuous efforts, and also for its admirable organisation, and his forthcoming book on "African Game Trails," will be read with considerable interest by lovers of sport and of travel. Lieut. Col. E. A. Mearns was the medical officer of Mr. Roosevelt's party, and took with him as his medical equipment one of the "Tabloid" Brand Medicine Chests which the experience of previous explorers and travellers in Africa suggested as being the most convenient and portable. This outfit, which was stated by Col. Mearns, on his return, to have proved "very satisfactory and useful," weighs only 40 pounds, and therefore appears well adapted for long journeys, where every package must go on the head of a native porter or on the back of a mule.

LABEL VARNISH.

An excellent varnish, which dries in a few seconds, and produces a colorless, smooth, and shining coat, is prepared from the following:

Sandarac	53 parts.
Mastic	20 parts.
Camphor	1 part.
Oil of lavender	8 parts.
Venice turpentine	4 parts.
Ether	6 parts.
Alcohol	40 parts.

Macerate the ingredients until a perfect solution is obtained, which may require a few weeks

Photography

A TEN PER CENT. PYRO SOLUTION.

The following very simple method of making a ten per cent. pyro solution may be new to some of your readers, says H. Tucker, in Photography. I can answer for it that it acts very well, and keeps in good working order for many months. Five drops of strong sulphuric acid are added to eight ounces of water which has been boiled briskly and allowed to go cold without shaking. The contents of an ounce bottle of pyro are then dissolved therein, and further water added to make nine ounces, one dram in all. It should have a pink color.

TRANSFERRING BROMIDE PRINTS TO CLOTH.

Those who may want to transfer the picture on a piece of bromide paper to cloth or to canvas might well feel puzzled how to do it. In a recent issue of "The Photographic Times," Mr. S. Nelson says that a freshly printed bromide (not gaslight) print may be transferred by wetting it well and then placing a wet cloth over the print and ironing it with a hot iron evenly and not too long. "Upon removing the print from the cloth the entire emulsion will be transferred." The picture can be removed from the cloth by mere washing in hot water. The bromide prints for this purpose should be fixed in plain and not in acid hypo. Perhaps some of our readers will try the method and let us know how they get on.

GRIFFIN'S DEVELOPING PACKETS.

Those who appreciate the advantage of having their developer ready weighed out in packets, so that when a little is wanted nothing more is needed than to dissolve the contents of a packet in a measured quantity of water, would do well to note the "Developing Packets" that have just been put on the market by Messrs. J. J. Griffin & Sons, Ltd., Kingsway, London, W. C.

FORMULAE.

Enamel Collodion.

Pyroxyline.........	2 drams.
Ether.........	4 ounces.
Alcohol (menthylated)......... ...	5 ounces.
Castor oil.........	30 minims.

Matt Varnish

Ether...........	2 ounces.
Benzine.........	½ ounce.

IT WILL PAY YOU TO STOCK
SPRATT'S DOG CAKES
SPRATT'S Dog Medicines
SPRATT'S DOG SOAP
SPRATT'S BIRD SEEDS
Your Jobber can supply. May we send our Illustrated Export Price List. (In Packets)
Write Spratt's Patent Ld., London, Eng. Canadian Branch, 13 St Therese Street St Gabriel's, Montreal

Mastic	20 grains.
Sandarac	100 grains.

Hardening Bath for Negatives.

Formaline (Lumiere)	1 ounce.
Water	10 ounces.

The plate is left in this for five minutes. The solution may be kept and used over and over again.

Hardening Bath for P. O. P.

Formaline	½ ounce.
Water	10 ounces.

The prints should be left in these for at least three minutes, and then be washed in several changes of water before toning them.

Solution of Ferrotypes.

The following is from the British Journal of Photography :

Sodium sulphite in crystals	1 ounce.
Sodium thiosulphate	8 ounces.
Sodium carbonate in crystals	2 drachms.
Potassium bromide	2 drachms.
Hydroquinone	5 drachms.
Ammonia water (28 per cent.)	2 drachms.
Water	24 ounces.

If the development is too light, add more sodium thiosulphate ; if too dark, add more ammonia.

Process to Clean Marble.

Owners of soda fountains will appreciate the following collection of practical methods for keeping the marble parts of the fountain in good condition. We would remark that when the marble is merely worn and not stained, acids should not be used.—(Nat. Druggist).

1.

Wash the surface with a mixture of finely powdered pumice stone and vinegar, and then leave it for a few hours. Then brush hard and wash clean with water. When dry, rub with whiting and wash leather.

2.

Prepare a mixture of

Soft soap	4 parts.
Whiting	4 parts.
Sodium bicarbonate	1 part.
Copper sulphate	2 parts.

Rub this over the marble with a piece of flannel and leave it on for twenty-four hours. Then wash off with clean water and polish the marble with a piece of flannel or an old piece of felt.

3.

Sodium bicarbonate	2 parts.
Powdered pumice stone	1 part.
Chalk, finely powdered	1 part.

Pass through a fine sieve and mix with water. Rub well over the marble, then wash with soap and water.

4.

For removing stains from white marble, take of oxgall, one ounce; lye, one gill; turpentine, one and one-half tablespoonful and make into a paste with pipe clay. Put the paste over the stain and let it remain for several days.

Ink stains can be removed by a strong solution of oxalic acid.

Iron mold and ink spots can be removed in the following manner : Take one-half ounce of antimony trichloride (butter of antimony) and one ounce of oxalic acid and dissolve in a pint of rain water; add enough flour to make a paste. Spread evenly over the stain with a brush, let it remain for a few days, and then wash off, repeating the process if the stain be not completely removed.

5.

To remove all stains apply common clay saturated with benzene. If the oil or grease stains are old, that is to say, if they have penetrated deeply into the marble, the polish of the latter is apt to be injured. It is, therefore, advisable to remove stains of this kind at the earliest possible moment after they are observed.

A mixture of castor oil and ether in the proportion of four parts by measure of the oil to one of ether has been recommended for making paper negatives translucent. No varnish or other preparation containing ether should be applied to a celluloid film.

Don't change your opinion unless you have a clean one to put on.

THE MARTIN, BOLE & WYNNE CO.
WHOLESALE DRUGGISTS
AND IMPORTERS OF FINE DRUGGISTS' SUNDRIES
Corner of Princess and Market Streets . WINNIPEG, MANITOBA

COMING WEST?

SHOULD you desire to come to the great North West, either to engage in the drug business for yourself, or to take a position as a clerk, we may be able to assist you

We are constantly in touch with every section of Western Canada, and we shall be glad if we can be of service to any one, desiring information, as to location, etc.

We know of several good drug businesses for sale. Cash required to handle runs from $1,000 to $5,000, also know of a number of good openings for Doctors to handle drug store and practice combined.

Write Us

DRUG REPORT

Toronto, October 26, 1910

Business during the last month has been very good. Glycerine and Cod Liver Oil are both higher. Opium is a little easier at the moment, but the future is quite unsettled. Oil Peppermint is higher. Linseed Oils are higher than they have been for years. Gum Acacia and Tragacanths are both advancing. There are no other changes to note.

A—Advanced. D—Declined.

A.	Camphor in Bells........	lb.	.70
A.	Camphor in ¼ lb. Blocks	lb.	.72
A.	Camphor in oz. Blocks......	lb.	.80
A.	Camphor in ½ oz. Blocks......	lb.	.82
A.	Cocaine Alkaloid in ⅛ths......	ea.	.65
A.	Cocaine Carbolated, 15 gr. tubes...	ea.	$1.00
A.	Cocaine Muriate in ⅛th oz.......	ea.	.60
D.	Codeia Crystals......	oz.	$1.09
D.	Codeia Phosphate in ⅛ths......	ea.	.50
D.	Codeia Hydrochlorate in ⅛ths.........	ea.	.55
D.	Codeia Sulphate in ⅛ths......	ea.	.55
D.	Eserine Citrate, 5 gr. tubes......	ea.	.60
D.	Eserine Hydrobromate, 5 gr. tubes	ea.	.60
D.	Eserine Hydrochlorate, 5 gr. tubes	ea.	.60
D.	Eserine Nitrate, 5 gr. tubes......	ea.	.60
D.	Eserine Pilocarpine, 3 gr. tubes	ea.	.40
D.	Eserine Salicylate, 5 gr. tubes........	ea.	.40
D.	Eserine Sulphate, 5 gr. tubes...	ea.	.40
D.	Eserine Sulphate C.P., 2 gr. tubes	ea.	.40
D.	Eserine Sulphate C.P., 3 gr. tubes	ea.	.50
D.	Fusel Oil......	pt.	.70
A.	Gum Demar......	lb.	.60
D.	Pilocarpine Alkaloid, 5 gr. bots....	ea.	.25
D.	Pilocarpine Hydrobromate, 5 gr. bottles......	ea.	.20
D.	Pilocarpine Muriate, 5 gr. bots. ...	ea.	.20
D.	Pilocarpine Nitrate, 5 gr. bots.	ea.	.20
D.	Pilocarpine Salicylate, 5 gr. bots...	ea.	.25
D.	Pilocarpine Sulphate, 5 gr. bots....	ea.	.25
D.	Pilocarpine Valerianate, 5 gr. bots.	ea.	.25
D.	Veronal.............	oz.	$1.80
D.	Zinc. Chloride Fused......	oz.	.10
D.	Zinc. Chloride Granular	oz.	.10

Business-Opportunity Notices

For Sale, Exchange, Help Wanted, etc., 50c. for 25 words or less; subsequent insertions 25c. Send cash with order.

Retail Drug Store in the village of Rock Island, Province of Quebec, doing good business. No competition. Carried on by present owner 35 years. Will sell or rent building—stock $3,000. Apply to

J. T. FLINT, Rock Island, P. Q.

Wanted—A salesman, an independent preferred. One who knows the Ontario and Eastern Canadian trade; can take the sales agency for an American proprietary article that is well introduced in the Dominion. Must be a first class man, willing to work on commission, and able to supply satisfactory references. Address, P.O. Box 795, Des Moines, Iowa, U.S.A.

FOR SALE.

Complete line of Drugs and Drug Sundries. 3 large silent salesmen and 1 go-between (good as new), about 25 feet of glass, wall display fixtures, etc. Will sell stock or fixtures separately. Worth purchaser's time to investigate. (Partnership would be considered).

W. J. INCH,
Drawer 80, Weston.

Agencies Wanted.

Traveller with good connection in drug and stationary trade, of Winnipeg, would like to represent a few good houses, on commission.

Apply L., Post Office box 1965,
WINNIPEG, MANITOBA.

Another

MAPLE LEAF SPECIAL

Which is Also Unequalled for Value

LUMINIUM Frames and Mountings
The Finest White Metal

1338 Luminium Riding Bow Frames	-	$3.00 per dozen
1338C Luminium Cable Frames	- -	$4.50 per dozen
1338EE Luminuim Ear-ez Frames	-	$5.40 per dozen

Any Size Eye. Any Length Temple.

BEST FINISHED and STIFFEST Frame Made

Just Send for Sample and be Convinced before Ordering.

We Want Two GOOD Salesmen

Michigan Optical Co., Ltd.,
TORONTO
20 Adelaide St. W.

We Excel in Prescription Work with Best Appointed Plant in Canada.

THE CANADIAN COLLEGE OF OPTICS.

OUR CORRESPONDENCE COURSE IN OPTICS

has been such a success that we would like you to know what those who have taken it have to say. Correspondence Courses can begin any time. The same diploma is given correspondence students as class room students. Write for full particulars to **W. E. HAMILL, M. D., Oculist, Janes Building, TORONTO.**

SOME INCOMPATIBILITIES

In Nouveau Remedies the following incompatibilities are given (some of which have been published before):

Solutions of sodium arsenate produce precipitates with the salts of strychnine and with quinine hydrochloride.

Cocaine hydrochloride, dissolved in chloroform water, causes the separation of chloroform. The presence of 1 per cent. of citric acid or of 5 per cent. of alcohol prevents this separation.

Potassium chlorate dissolved in a solution of alum gives off chlorine gas.

Sodium bicarbonate dissolved in an aqueous solution of borax gives off carbon dioxide when glycerin is present.

Acacia, unless previously heated to about 100 degrees C. to destroy the oxydases, is incompatible with morphine, eserine and adrenalin.

The tinctures of golden seal, rhubarb, cinchona, columbo, etc., become turbid when mixed with tincture of witchhazel. Tincture of coca becomes cloudy on the addition of tincture of kola, nux vomica or gentian. By the addition of citric acid the mixtures become clear.

Solutions of antipyrin are precipitated by tannic acid and phenol. Antipyrin triturated with chloral hydrate gives an oily mixture. Acetanilide forms pasty mixtures with chloral hydrate, menthol, thymol or resorcinol; antipyrin with b-naphthol, sodium salicylate, phenol, salol and urethane. B-naphthol gives soft mixtures with camphor, phenol, menthol, etc.

The Canadian Druggist.

Vol. xxii. TORONTO, CANADA, DECEMBER, 1910 No. 12

—Twenty-second year of Publication—

THE

Canadian Druggist

MONTHLY

WILLIAM J DYAS, PUBLISHER

Subscription, one dollar per annum in advance

Advertising rates on application.

The CANADIAN DRUGGIST is issued on the first of each month, and all matter for insertion should reach us by the 15th of the previous month.

THE CANADIAN DRUGGIST,

15 Toronto Street, Toronto, Canada

Telephone, Main 3203. Cable Address: SAYD, Toronto

ENGLAND—
C. Rivington Shill, 56 Ludgate Hill, London, E. C., Telephone 3107, City
FRANCE—
John F. Jones Co., 31 bis Faubourg, Montmartre, Paris.
GERMANY—
Fredk. Lehfeldt, 2 Lindenstrasse, Berlin, S. W. 68.

To all our readers throughout this vast Dominion, extending from the shores of the Atlantic Ocean on the east to the Pacific on the west, and from within the Arctic Circle to the boundary line of the neighboring Republic of the United States, as well as to our many subscribers in other countries, we extend our best wishes for a

Merry Christmas

and

Happy New Year

and trust that this festive season may bring to each and every one not only a large and profitable share of holiday trade, but also that peace and good-will which more than anything else tends to the enjoyment and real happiness of the Xmastide.

UNIFORMITY IN PRICES.

This is not the first time that we have brought this subject to the attention of our readers, but we feel that with the prevailing competition within the ranks of the drug trade, that more attention should be given to the matter of uniformity in the prices charged for dispensing and compounding, than has been done in the past.

There is a tendency to lower the price in dispensing prescriptions as well as in other phases of the druggist's general business, and it is to be deplored, especially in view of the increased cost of doing business, which is experienced everywhere, but more particularly in the larger towns and cities.

Unanimity in prices would be a very great help to druggists, not only in their own locality, but throughout Canada generally, and the recommendations made in the paper read before the C. Ph. A. at Halifax as to prices were very timely ones.

The various district associations and the local organizations in cities should make a strong effort to establish a uniformity in dispensing charges, which would be general throughout the Dominion. This can be done, and now is the time to act in the matter.

The druggist is not a mere dealer in merchandise, and is certainly entitled to payment for his service on the basis of his knowledge and his fitness for the work, and not upon the actual money cost of the article dispensed.

DOMINION REGISTRATION OF PHYSICIANS.

An Ottawa despatch states that Dr. Black, M. P., for Hauts County, Nova Scotia, intends introducing a bill at the present session of parliament, allowing physicians who are qualified to practice in any Province of the Dominion, to practice in all Provinces.

This is, in our opinion, a move in the right direction, and one also that should be aimed at in Pharmacy.

THE RIGHT PLAN.

A correspondent finds fault with a portion of our article in last issue under the title "Is substitution Encouraged?" and appears to labor under the impression that we accused druggists of substituting.

Such is not the case, and nothing could be further from our intention than to make any such accusation, and if our correspondent will again read the article we believe he will see his error. The point which we desired to make, and which we thought we brought out clearly, was this, that while it is quite right and within the bounds of Pharmaceutical Ethics to bring to the notice of the physician any formulae, whether it be taken from the C. F., the National Formulary of the United States, or one original with himself, and to place before him (the physician), the merits of the article, yet it is neither ethical or right to present it as "just as good as," or "similar to" some advertised proprietary article which the physician has been in the habit of using. Forthermore, we maintain that it is a bad business policy, for once a physician gets the impression that the druggist is an "imitator" he cannot but lose confidence in that druggist, and possibly may go further and come to the conclusion that the article recommended as "just as good" might be used where the original was ordered.

The fact that an article is imitated implies at once that it has value, and we believe that the druggist who recommends an article in this way as an imitation, brings discredit upon himself and on the profession of pharmacy, and is bound to lose more than he gains by adopting such a course.

We repeat what we said in our last issue that "the way to refute and live down any suggestion or statement that the druggist is a "substitutor," lies, for the most part, with the druggist himself.

It is much wiser to avoid even "the appearance of evil," and to be as strictly ethical as possible in the conduct of the pharmacy, and leave no room even for suspicion.

This was our only motive for writing the article in our last issue, and it is for the well-being of the profession, and love for the craft of which the writer has been a member for over thirty years that these words of advice were given.

The Colleges of Pharmacy can also do much in impressing the students with the desirability of maintaining a code of ethics which will elevate, rather than lower, the prestige of the profession in the eyes of the physician and public alike.

Elsewhere we give a circular letter sent out by authority of the Council of the O. C. P., which presents in excellent shape the claims of the Canadian Formulary, and in such a manner as to give no suspicion nor hint of imitation.

DEFINITION ASKED FOR.

A retail druggist, J. W., asks for a legal deffinition of the word substitution.

We believe the best answer we can give is that pronounced by the Courts in the case against a Montreal druggist for "handing out to a purchaser a bottle of Peptonate of Manganese and Iron called Pasteur's Solution" in place of "Pepto-Mangan, as put up by Gude."

The presiding Judge, in delivering judgment, said that "there were three elements brought out: first, false representation; second, knowledge that it was false, and third, the money was obtained through the false representation."

The defendant was found guilty of "attempting to obtain by false representation."

Our correspondent will therefore see that false representation is the Court's way of defining substitution, so that practically speaking, to recommend anything as "Just as good as," or "similar to," may be, under certain circumstances, classed as "false representation."

USE THE GOOD SUGGESTIONS.

Don't lose a good suggestion, use it. Thousands of business men to-day are neglecting to make use of the various good suggestions which come to them from various sources, merely by neglecting to make the start.

They subscribe to trade papers, read something they know would be good for them to try, and then neglect to put it in operation.

They talk to a travelling salesman, and he tells them all about some other dealer he calls on is doing along certain lines, and it looks like the same plan would succeed in their own place of business, but the plan is never put in operation, merely because it is easier to float along in old channels than to try out the new ones.

A good suggestion comes from a customer, an it at once appeals to the dealer, but other matters crowd it out of the mind, and it is soon lost.

The woods are full of good suggestions, but it takes effort to apply them, and they must be applied in a thorough manner before any benefit can be derived from them. Get busy, and do a few of these things. You will never miss the time it takes you if you will but use the time that would otherwise be wasted.

Syrup bottles ought to be washed with water, then introduce a little lye, and finally wash again in water.

HOWARDS' SODA MINTS

Made of Howards' Sodii Bicarb.

The Public Come Back For Them

because they are by far the most palatable on the market.

Put up in very Elegant Counter Display boxes

Ask Your Jobber For Them

For Infancy, Illness and advancing Age.

BENGER'S Food

Benger's Food is for Infants and Invalids and for those whose digestive powers have become weakened by illness or advancing age.

If the digestive functions, however weak, can do any work at all they should be given work to do *to the extent of their powers.* Exercise strengthens, but over exercise defeats its purpose. It is here that Benger's Food is so admirable. In the easy process of its preparation the digestibility of Benger's can be regulated to a degree of extreme nicety.

Manufacturers: BENGER'S FOOD, Ltd., Manchester, England

Benger's Food is sold in tins, and can be obtained through most Wholesale Druggists and Leading Drug Stores.

SOUTHALL'S

SURGICAL

Absorbent Wools, Lints, Bandages, Gauzes, and Butter Cloths, Aseptic and Antiseptic Dressings, Boric Lint

DRESSINGS

SOUTHALL BROS. & BARCLAY
LIMITED

—Weavers and Bleachers—

Mills—BROOMSGROVE and BIRMINGHAM, England

Agent for Canada—J. M. SCHEAK
CARLAW BUILDING, Wellington St. West, TORONTO

ASK FOR THE GUM THAT BEARS THIS Y&S BRAND
Y&S
PEPSIN GUM
LICORICE
DELICIOUSLY FLAVORED
RELIEVES INDIGESTION
MANUFACTURED BY THE NATIONAL LICORICE CO. BROOKLYN.N.Y.-MONTREAL.CAN.
Y&S
PEPSIN GUM
LICORICE

Make a Note of the Brand --- "Y & S" on Our Pepsin Gum

This brand—Y & S—has been used by us and our antecedents for forty years on the best known stick licorice in the United States and Canada.

It means just as high quality when used on our chewing gum.

Four flavors: Licorice, Peppermint, Wintergreen and Spearmint. Each piece wrapped singly, 5 pieces to package, 20 packages to box. Order a trial box, assorted if required, from your jobber.

National Licorice Company

MONTREAL

See Our Range of

"ARLINGTON"

"Pyralin" Combs

Before Ordering Elsewhere

We have a nice assortment at A1 value and they are unsurpassed for durability.

We also manufacture INFANTS' TEETHING RINGS.

The Arlington Co., of Canada
LIMITED

East
Duncan Bell,
Montreal

West
John A. Chantler & Co.,
Toronto.

Established 1840

NORDHEIMER'S

The Representative Music House of Canada

UP-TO-DATE LINES
OF
MUSICAL GOODS
Suitable for your
CHRISTMAS TRADE

Violins
Mandolins
Guitars
Banjos and
Autoharps

Write for our Illustrated Catalogue and Price List.

Nordheimer Piano & Music Co., Ltd.
15 King Street, E. - TORONTO

APPLYING THE GOLDEN RULE.

Apropos of the article in the last issue of the "Druggist," and to which we have again referred in this issue, the following advice is given by a well known figure in Pharmacy in the United States, Mr. Whilhelm Bodeman, who concurs in the view expressed by Professor Remington, of Philadelphia, and is quite in accordance with our own viewpoint as stated in the articles referred to.

At a meeting of the Michigan Retail Druggists' Association, Mr. Bodeman dwelt amongst other subjects on that of "Substitution," of which he said: "In this connection I might say that it is commendable to push what is called the U.S. P. and N. F. Propaganda, but, my friends, beware of the ultra extremist; again I say, the Golden Rule should be your rule. What must a physician think of your honesty if you go to him and run down a proprietary remedy first, and then offer him your own preparation as a commendable substitute. If the original is bad, your substitute is all the worse. If patrons do want a fraudulent proprietary, if it be fraudulent, give him the genuine fraud and not the imitation. Your State has within its borders pharmaceutical manufacturers, who are among the world's largest, most reliable and reputable concerns. It would be foolhardy for me to claim that I could excel these houses in manufacturing certain products, which can only be prepared well on a large scale, and with the help of research and physiological laboratories."

THE PRESCRIPTION-IN-A-NUTSHELL SYSTEM.

In an interesting article in the current number of The Practitioner, F. S. Pitt-Taylor describes a system of keeping records of prescriptions which is recommended to the busy general practitioner. All the bottles, jars, and other packages upon the shelves of the dispensary are numbered in order: A, A1, A2, A3, etc., and so on to Z9. By using the letters G, M, D, and O, for grain, minim, drachm, and ounce, the record of the amount prescribed may also be made. Thus, if B4, C6, CS, H3, indicate respectively the bottles containing the iodide of potassium, salicylate of sodium, bicarbonate of sodium, and syrup of orange, and these are placed above a line with the quantities of each ingredient symbolised below the line, the formula $\frac{\mathrm{B4C6CSH3}}{\mathrm{G16D2D2O1}}$ will represent a prescription for 16 grains iodide of potassium, 2 drachms of saliclyate of sodium, 2 drachms of bicarbonate of sodium, and 1 ounce of syrup of orange. The auther points out that although the system is by no means infallible, if the formula is put on the label of the bottle and patients are instructed to either quote the letters or figures, or, better still, bring the bottle back with the label intact, a considerable amount of time and expense is saved.

TRADE ASSOCIATIONS ADMONISH DEALERS WHO HAVE "NO TIME TO READ" THEIR TRADE JOURNALS.

A notable and unique feature of the proceedings at the recent trade conventions was an appeal by the associations to their brethren to subscribe for and read their trade journals as the one means of keeping abreast of the progress of the time in their particular line. Argument was especially directed to the lingering few who still labor under the delusion that they have "no time to read." Frequently in these columns we have made such an appeal to this particular class, but advice from so disinterested a source as their own trade association will doubtless have more effect.

"No time to read!" Can you, dear reader, depict to yourself in this twentieth century, and in this go-ahead country, a thinking, breathing, business man who never reads? Can you picture a merchant of to-day, depending as he must, on the patronage of the public, yet blindly ignoring what this same public most admire and demand —up-to-date methods and progressiveness? Can you imagine a more distressing spectacle than a struggling dealer, toiling and slaving from sunrise to midnight, a lingering plodder of the past, so out of touch with the spirit of the times that he not only never reads, but actually resents advice, suggestion or innovation?

"No time to read!" Think of it. We live in an age when education is almost a necessity of existence, when the printing press is the greatest force in the land, when publicity is the recognized motive power of successful merchandising, yet there are those, and many of them, who will still tell you in seeming sincerity that they have "no time to read." Stalled in a rut and petrified in their opinions, they are blind to the fact that the phrase of a dozen letters tells the complete story of the decay and death of many a prosperous retail business, and might appropriately be carved on the tomb of many a merchant who paid with business failure the penalty of his own near-sightedness.

And what manner of man is this who has "no time to read." We know him—possibly you do also—and his acquaintanceship is one of our personal sorrows. "Business is not what it used to be," he will say, as he glances pathetically at the attractive window of his live competitor across the way, or scans his half page ad. in the daily paper. He thinks he knows it all, poor fellow, and yet his story is invariably one of disappointment and hopelessness. He fails to realize that the world of to-day has no consideration and little patronage for the man who has "no time to read."

But most pitiable of all is the penalty of his self deception. "See over there," said a dealer to us once. "Two issues of your paper with the wrappers still on. I haven't had time to open them." "Have you seen Mr. M——'s window up the street ?" we asked. "I have," he answered; it's a beauty, sure enough. One of his young men is gifted that way and arranges the displays. I have no one to do that kind of work, and it would take too much of my time." No time to read no time to change the window trim ! Mr. M.—had just told us how a dandy clerk easily made the displays from instructions in this journal. The other dealer actually had at his elbow the same source of information, but he had "no time to read it"-a good thing for his competitor over the way.

"No time to read." Common sense must convince any merchant that if he has no time to read his trade journal, it would pay him to take time. The life and prosperity of any trade depend on the capability of its members to adapt themselves to changing conditions. They must make a study of daily developments in business-doing, keep in touch with modern ideas, post themselves on what their competitors are doing, and adopt with alacrity the methods of their more progressive brethren—and the one way to do this effectively is to read their trade journal.

Little less hopeless than the above incorrigible is the merchant who will say to you : "My other reading takes up so much of my time that I can never get around to the trade journals." Here arises the question : What should a merchant read in his spare moments to reap maximum profit from the time so spent ? Frederick Harrison in an admirable essay on reading, says: "Man's business here is to know for the sake of living, not to live for the sake of knowing. Every book or paper that we take up without a purpose is an opportunity lost to take up a book or paper with a purpose ; every bit of stray information which we cram into our heads without any sense of its importance, is for the most part, a bit of the most uselul information driven out of our heads and choked off from our minds. To know anything that turns up is, in the infinity of knowledge, to know nothing. To read the first book or paper we come across in the wilderness of books or papers, is to learn nothing."

This means that to read with maximum profit we should read in the direction of our occupation—that the merchant for instance, will best use his spare moments by reading his trade journal, which will keep him thoroughly up-to-date in his knowledge of goods, store-keeping and current happenings.

As a matter of fact, a business man of our day, to be a business man MUST read. We live in an age of scientific progress and commercial innovation. Every day there are new goods and new inventions ; every day there are developments in the methods of store-keeping. To keep in the race in so competitive an age, an acquaintance with these is absolutely necessary ; and how can a merchant make such acquaintance if he does not read, and how else, if he does read, than by reading his trade journal.

In our day success is impossible and subsistence difficult to the worker who does not read and thinks as well as work. The development of machinery and store-keeping methods has been so rapid and continuous that those "who knew it all" years ago, soon find themselves confronted with one of two alternatives—the study and adoption of up-to-date methods or extinction.

And in this connection it would be well for employers to insist on their workmen and salesmen studying their trade journal containing the latest developments in their special branches. "I do the thinking for this store and factory ; my employees do the working," say some employers. How silly ! Ruskin aptly said : "We want one man to be always thinking, and another to be always working, and we call one a gentleman, and the other an operator ; whereas the workman ought often to be thinking and the thinker often to be working, and both should be gentlemen in the best sense. The mass of society is made up of morbid thinkers and miserable workers. It is only by labor that thought can be made healthy, and only by thought that labor can be made happy, and the two cannot be separated with impunity."

"No time to read." A pity it were that the druggist does not always realize the seriousness this confession. "He doesn't subscribe for nor read any trade journal," wrote the travelling salesman when sending an order to his house. Why this report ? Because the shrewd modern credit man insists on this very information as an aid to him in sizing up his patrons. He has his own ideas about the man who has "no time to read," and they are not helpful to his reputation or his credit.

Harken, therefore, to the friendly counsel of the trade associations, the spirit of age, the prompting of self-interest. Subscribe for and read your trade journal.

A smile removes obstacles, overcomes objections, inspires faith and paves the way for business.

Odol Yields Two Profits

that which is derived from it direct and that which arises from the sales of other articles to the customers it brings.

There is an assured profit to those who handle Odol because the direct business always comes to the store where it is offered for sale, bringing other business with it. Those who come for it once will come again, because it is sure to give them satisfaction. It will do all that is claimed for it, and more. And these are the best selling qualities.

Odol is stocked by all Wholesalers.

Odol is used
by Chemists
themselves

Apply for Prices and Particulars for direct supply to:

ODOL CHEMICAL WORKS

59-63 Park St., London, S. E.

C. F. BOEHRINGER & SOEHNE

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MANUFACTURERS OF

"B & S" BRAND **COCAINE** "B & S" BRAND

Sulphate of Quinine and all other Cinchona Preparations; Ferratine, Lactophenine, Theophylline, Atropine; also of Acetanilid, Caffeine, Chloral-Hydrate, Codeine and its Salts, Cumarin, Gallic Acid, Glycerine, Phenacetin, Pyrogallic Acid, Resorcin, Strychnine, Terpin, Hydrate, Etc.

OUR REPRESENTATIVES FOR THE DOMINION OF CANADA

MESSRS. B. & S. H. THOMPSON & CO., LIMITED, MONTREAL

Special Export House for **OLIVE OILS** of the Provence and of Italy

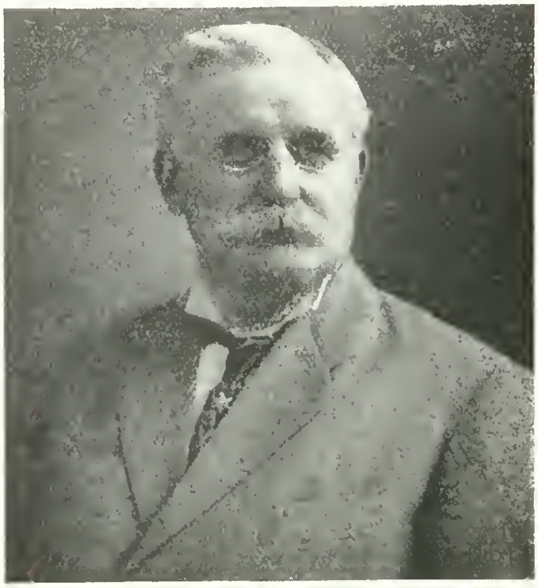
Registered Trade Mark: "LA MARIE LAURE"

Ancient firm, CH. SABATIER & CIE, Established 1876.
Successor, CH. **BENABEN** at Salon, France.

The firm guarantees their oils absolutely pure and furnishes a certificate of the Laboratory for each shipment.

Sole Agent for Canada ***THOMAS REID*** 9 St. Nicholas St., MONTREAL.

Major's Cement the Strongest on Earth



Major's Rubber and Leather Cement are the same price at RETAIL: 15 cents per bottle. At all jobbers. Liberal discounts. Write for our attractive offer and display stands and please send for our advertising matter.

MAJOR MANUFACTURING CO.
A. MAJOR, President
461 Pearl Street New York City

Enlarging Again!

Our business has grown so wonderfully fast that we find it difficult to accommodate our facilities to its growth. We have twice moved to larger locations, enlarged our present premises three times this year and are now compelled to move to another location, where we have ample room to grow.

Our new location is

90-98 Ontario Street, Toronto

The cause of this marvellous growth lies in the fact that merchants in every part of the Dominion are awake to the time, money and labor saving possibilities of

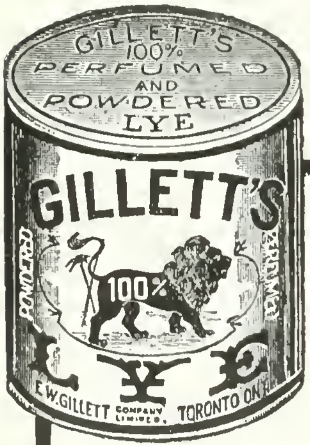
THE McCASKEY GRAVITY ACCOUNT REGISTER SYSTEM

which with One Writing, will take care of every detail of business from the time the goods are purchased until the money for them is in the bank.

Will you write for information today? It is free.

Dominion Register Company
New Location:
90-98 Ontario Street, Toronto, Ont.

Manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Sales Books and Single Carbon Pads in all varieties.



SATISFACTION

in the highest sense, to you as a druggist and to your customers, is obtained when you sell

GILLETT'S CAUSTIC SODA,
GILLETT'S LYE,
GILLETT'S CREAM TARTAR, ETC.

If your wholesale house will not supply you at List prices, send order to us, and we will ship goods direct.

Awarded Gold Medal Toronto Exposition.

E.W.GILLETT COMPANY LIMITED
WINNIPEG TORONTO, ONT. MONTREAL

Did You Ever Notice

that the druggists throughout the country who do the largest trade are always the fellows who are not afraid to buy enough of any good patent medicine in order to get a lot of free advertising.

On the other hand did you ever notice the shiney coat and frayed at the bottom pants on the man who is always knocking patent medicines and talking about the professional aspect of the drug business.

That ought to be enough to convince you of the wisdom of writing The Merrill Medical Co., Manufacturing Chemists, Toronto, regarding exclusive advertising proposition for

MERRILL'S RELIABLE FAMILY REMEDIES
THE ROYAL ENGLISH TOILET PREPARATIONS
MERRILL'S HOUSEHOLD NECESSITIES

Don't wait for a traveller. Write to-day

The Merrill Medical Co.

Merrill Building, Toronto, Ont.

PHARMACY IN GREAT BRITAIN

Pharmacists and the British Pharmacopoeia—New Shop Hours Legislation—Pharmacy Act Infringement—Drug Markets—Sir William Tilden on Scientific Research.

(From our London Correspondent.)

The topic of the month has undoubtedly been the difficult problem of the position of pharmacists in regard to the production of the British Pharmacopeoia. Those of your readers who are aware of the actual state of affairs in reference to this matter, will hardly be surprised to learn how keenly the pharmaceutical community has taken the matter to heart. For years there has been a steady demand for the direct representation of pharmacists on the committee of the General Medical Council responsible for the production of the official Pharmacopoeia in Great Britain, but up to the present the grievances have not been remedied. The question has now been raised again as the result of a report which has been presented to the Council of the Pharmaceutical Society by the Society's delegates at the recent International Congress of Pharmacy in Brussels. This report draws attention to the surprise expressed by continental pharmacists at the fact that pharmacists here do not share with physicians the duty of producing the national pharmacopoeia. It was pointed out that in every other country pharmacists shared with medical men the responsibility of revising and issuing the pharmacopoeia. It is quite true that there is in Great Britain what is called the Committee of Reference in Pharmacy, which has been asked by the General Medical Council—the authority responsible for the publication of the volume, to suggest improved formulae, etc., but this recognition of pharmacy is held to be "a sort of back-door recognition," as it has no responsibility, and is not, by any means, given a free hand by the Medical Council. Several members of the Pharmaceutical Council have spoken their minds on the subject very plainly, and the next move lies with the Medical Council. What pharmacists are seeking to obtain is direct representation on the Pharmacopoeia Committee, and an equal share in the responsible work of publishing the official standard for medicines. Their view is that to produce a pharmacopoeia without their assistance is like producing a cookery book without the help of cooks ! Considering that the Pharmacopoeia is the standard under the sale of Food and Drug Acts, and that in every other country pharmaceutical chemists are jointly responsible with medical men for the production of similar volumes, their claim for recognition does not seem impossible or unreasonable.

* * * * *

At the time of writing, Parliament is about to re-assemble after the autumn recess, and among the measures which will have to be dealt with is the Shop Bill. The chief object of this Bill is to secure to those who are engaged in retail trade, reasonable hours of work, and it is proposed to affect this by restricting the hours of shop assistants, the compulsory closing of shops on Sundays, the provision of a weekly half-holiday, and early closing at the option of local authorities. It is proposed that shop assistants shall not be employed for more than sixty hours per week, exclusive of meal times, not to be employed for more than three nights a week after eight o'clock, and that shops shall close not later than 2 o'clock on one day each week, and with certain exceptions, shall close on Sundays. Pharmacy, however, is specially provided for in the Bill. Chemists' assistants are not to be employed for more than sixty hours per week, but they may work after the hours specified for other assistants. The shops are also to be closed at the proposed times for the sale of articles "other than medicines and medical requisites." The Bill has aroused a good deal of discussion in pharmaceutical circles, and in order that the Government may be informed of the opinion of chemists, a deputation has been appointed to wait upon the Home Secretary in reference to the matter.

* * * * *

A Portsmouth seedsman has been sued for a penalty of £5 for selling a horticultural preparation containing nicotine, without labelling the bottle with his name and address. Judgment was given in favor of the plaintiffs, but leave to appeal was given.

* * * * *

Business in drugs and chemicals has shown an improvement during the last few weeks. The chief events have been a further advance in the prices of cream of tartar, while cod-liver oil, menthol, morphine, rubber and quicksilver are lower. Cocaine is quoted at 8.6 to 8.10 per oz., and hydrochloride and morphine is selling at 6.3 to 6.6 per oz.

Modern Scientific Research was the title of a thoughtful address by Sir William A. Tilden, F. R.S., an Honorary member of the Pharmaceutical Society of Great Britain, delivered at a meeting at Sutton, Coldfield. "Research," said Sir. William Tilden, "was a word much used in newspapers and public discussions nowadays, but few people had any idea as to its meaning. Of course the dictionary told one that it signified a searching again, or a careful search. But the question arose, what was the object of the search and were there any rules to guide? The object might be something purely visionary, as was the objects of the early chemists and alchemists, whose operations extending through the dark ages left behind nothing but an extensive literature, the witness of the credulity and ignorance of those times. The lesson to be derived from the whole of this strange history was one which needed at the present day to be continually revised and set in the new light of modern discovery and invention. It was simply this, that until men began to observe and interrogate nature for the sake of learning her ways and without concentrating their attention on the expectations of useful applications of such knowledge, little or no progress was made. The first qualification for research was that kind of inspired curiosity which was never to be eradicated, and was never defeated by such obstacles as poverty, ill-health, or pressure of other necessary business. The other qualification was some knowledge of the subject chosen for enquiry. Science might justly look for assistance from the State. In England this was already given, but in a grudging way. Parliament allotted £4,000 a year to the whole range of the sciences; the fund was administered by the Royal Society, and included usually contributions to several expeditions. Then there was the National Physical Laboratory, with an expenditure of about £25,000, a year, of which £7,000 came from the Treasury. This seemed to be all that came directly from the national purse, but science was endowed in a small way by her friends, and this assistance was represented by the equipment of certain schools and colleges by the Guilds of London and by the research funds of the Chemical Society and the British Association. Something more systematic, however, was necessary, and he felt strongly that some of the rather large funds given in the form of scholarships could be more advantageously used if applied to the maintenance of proved investigators to make them independent of the necessity to earn a living by teaching or other professional work."

It is not a sin to be rich, but it is a sin not to be enriching.

HAMILTON DRUGGISTS' MEET.

The annual banquet of the retail druggists of Hamilton, was held at the Commercial Club, November 16th, and was unanimously pronounced to be the most enjoyable and successful of any of these annual gatherings. Great credit is due to the committee in charge for the excellent arrangements made. Amongst those present outside of the retail druggists of Hamilton, were Mr. J. A. Clark, an old war-horse of the retail druggists, who, for a number of years, was a prominent member and officer of the council of the O. C.P., but who is now manager of the Ontario Chemists' Co., of Hamilton; also Mr. A. C. Garden, the newly appointed manager of the National Drug and Chemical Co. in that city, and Mr. George J. Robertson, representative of Parke, Davis & Co.

Mr. Clarke spoke of the good old times when he was in the ranks, and narrated many little incidents that happened back in the eighties, giving those present a vivid description of the business methods of 30 years ago, as compared with the present.

Mr. Robertson, in an able manner, also referred to the by-gone days, but although his recollections did not carry him back so far into the past as Mr. Clarke's, yet he could remember a great many pleasant things that happened 20 years ago, when the boys used to have a jolly good time at their banquets.

Mr. Garden, though not as well acquainted with those present as the other speakers, made himself a jolly good fellow, and showed himself to be in hearty accord with the interests of the Retail Druggists.

Mr. J. A. Zimmerman made a few pointed remarks concerning the objects of the Association, etc. A number of the boys contributed some funny stories while the worthy President, Mr. B. Griffin, presided as toast master.

The boys extend their hearty thanks for the liberal supply of cigars donated by John Taylor & Co., and the National Drug and Chemical Co. (Communicated.)

SPOT CASH.

Nobody's credit is as good as cash right on the nail. The real money is what talks the loudest, and the trouble of charging a sale to the richest man in town and then transferring it to the ledger, and later to a bill with the necessity for presenting the bill, etc., all takes time, and many accounts take much time, and time is something that costs you money if it is that of an employee, and it is something that is worth money if it is your own. Of course the ques-

For Present Profits and Future Trade

Push the Gillette for Christmas

The GILLETTE is *the* Christmas specialty now-a-days.

As a Christmas present it has *so many advantages.* It is exactly suited for the hardest member of the family to buy for, the man—exactly suited to the average purse—downright handsome—attractive to the one who is hunting a Christmas present, and to the man who receives it. It is useful every day in the year—a time and money saver. It is a present that satisfies, and more. It goes beyond a man's expectations.

Add to this the fact that the GILLETTE Safety Razor is the best advertised five dollar specialty on the market to-day—an article that is known everywhere as the best of its kind—an article whose price is protected—and you have a *real seller,* a specialty behind which it will pay you to put lots of steam for the sake of the *immediate profits.*

Add again the fact that each man who receives a GILLETTE will not only be pleased with it, but whether he ever entered your store before or not, *he will come to you regularly for new blades.* Then you have a Christmas specialty which it will pay you to push for the sake of *future trade* in all your lines as well as present GILLETTE profits.

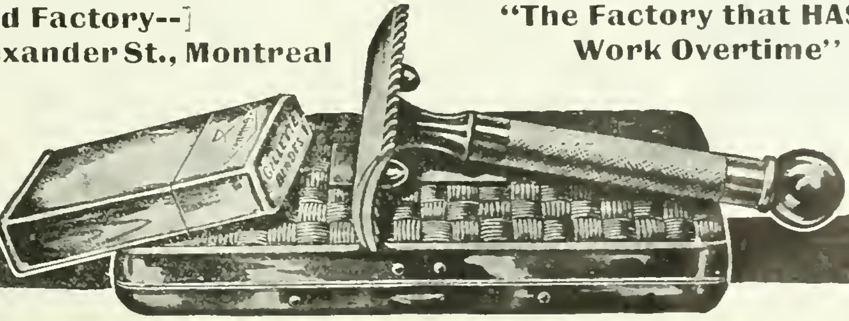
Over a quarter of a million in net profits is coming to GILLETTE retailers this Christmas season. Your share will depend on the amount of push you put behind the GILLETTE.

Is your GILLETTE stock complete? If not, order quick or you will be too late for Christmas trade.

The Gillette Safety Razor Co. of Canada, Limited

Office and Factory—
63 St. Alexander St., Montreal

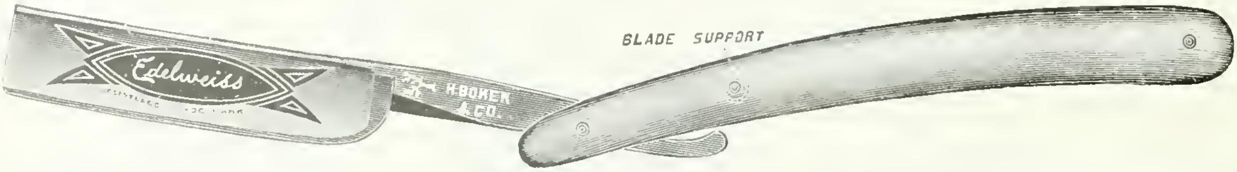
"The Factory that HAS to Work Overtime"



"EDELWEISS"

A Gift that would be appreciated.

It would be hard for you to find something more appropriate as a gift for a Gentleman than H. Boker & Co's. "EDELWEISS" Razor. These Razors are not only made to look good, but are good.



"EDELWEISS" is the name of a plant or small white flower that grows only on the Alps and Pyrenees, at a great altitude in situations difficult to access. "EDELWEISS" is much sought after by Alpine travellers and mountain climbers. The **QUALITY** and **TEMPER** of "EDELWEISS" Razors are also very difficult to attain. None but the most skilful workmen treat this razor during the process of manufacture. The finished "EDELWEISS" Razor is in quality as much above the ordinary Razors as the "EDELWEISS" flower grows above the other flowers.

FOR SALE BY ALL LEADING DRUGGISTS.

THE THERMOS BOTTLE

Keeps Hot
Keeps Cold

Now Made in Canada

New Catalogue
Send for one to-day

Shows better profits for retailers. Every Bottle guaranteed to do what we claim.

Canadian Thermos Bottle Co., . Toronto

THE MERCANTILE AGENCY

R. G. DUN & CO.

ESTABLISHED 1841

210 Offices (14 in Canada)

Rates of subscription quoted on application

The Best Value
For Druggists Is

J. S. Hamilton & Co's. Brandy

DISTILLED AT COGNAC, PELEE ISLAND

UNDER EXCISE SUPERVISION

For sale in Cases 12 qts., 24 pts., 24 and 48 flasks

J. S. HAMILTON & Co., Brantford

WHOLESALE DISTRIBUTORS FOR CANADA

ELECTRIC BEANS
CREATE RICH, RED BLOOD.
ARE A TONIC BLOOD MAKING BEAN.

"ELECTRIC BEANS"

ARE A BRACING BLOOD AND NERVE TONIC.

They are unequalled for Biliousness, Sick Headache, Constipation, Heart Palpitation, Indigestion and Anæmia. Those who are in a position to know what is "Best" use "Electric Beans."

ELECTRO BALM
FIRST AID TO THE INJURED
SO SURE IN ITS EFFECT ON ALL WOUNDS OF THE FLESH
NEVER YET EQUALLED AS A COMPLEXION BALM OR SKIN HEALER

"ELECTRO BALM"

CURES ECZEMA.

Also PILES, BURNS, SCALDS, CHAPPED HANDS and FACE.

Gentlemen use it after shaving. This Balm is handled by the best firms, and is highly recommended by those who have used it.

Write for sample and booklet of testimonials.

50c. a box, 6 boxes for $2.50 at all dealers or upon receipt of price from the ELECTRIC BEAN CHEMICAL CO., LIMITED, Ottawa.

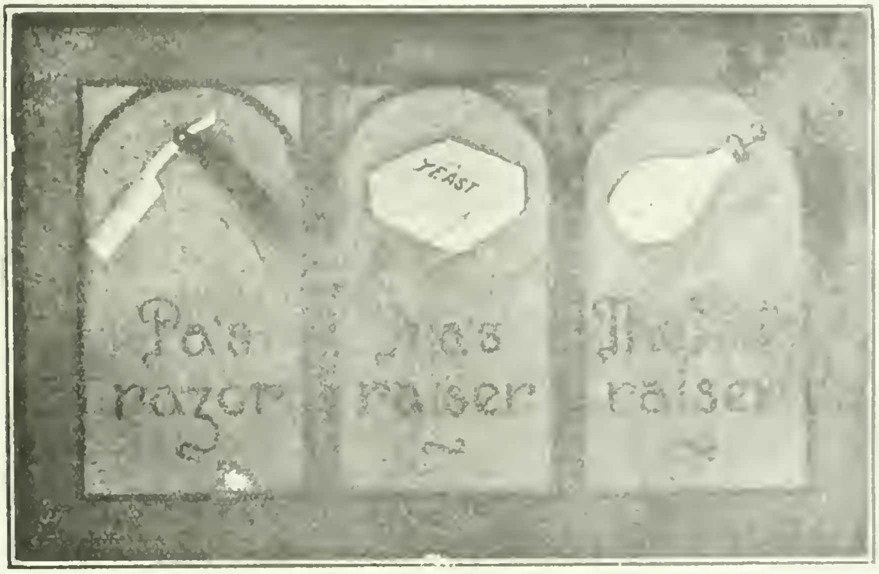
tion of whether to run a store on an absolute cash basis is one that can only be decided upon by the owner of the store. Often it is not profitable. But there ought on the part of every merchant to be a constant effort to do as little credit business as possible, to keep the credit sales down and the cash sales up by encouraging in every way the payment of ready money for goods bought. This makes no enemies, and it makes it hard for your best customers to ask for credit on such propositions. They hate to ask you to charge a purchase when a big, plain sign right before their eyes state that the goods are sold at such a price only for CASH.—Exchange.

COUNTER DISPLAYS THAT SELL GOODS.

The best business puller for merchants is the store window. It is the quickest, cheapest and most effective way to attract customers. Nearly every druggist knows this, and spares no labor to make his windows as inviting as possible with seasonable goods.

The anxiety to keep the show window up to date, causes many dealers to overlook the importance of attractive counter displays. This neglect is responsible for losses in sales, which would have swelled the store receipts, had the show of merchandise on the counters received equal attention with the window displays.

The mind of the average man does not dwell long on the same thing. It flits from subject to subject, and one keeps crowding out the other, unless something occurs to recall it. The dealer needs to remind his customers constantly of his merchandise and prices. Many prospective buyers see an article in the window, as they enter the store, and mentally resolve to buy it before they come out. Inside, when there is nothing to remind them of that particular article, it is entirely crowded out of mind by other things. Window displays frequently "fall down" because they are not supplemented by counter displays of the same goods, and by counter displays we mean, of course, on the top of the show case.



A NOVEL WINDOW CARD.

THE WINDOW DISPLAY.

The chief fault of the ordinary window display is crowding. Don't try to put your entire stock in your windows, but leave room for an effective arrangement of what you do put there. Too much stuff will defeat your purpose, which is to call attention to the items displayed with enough force to make the gazer want to buy.

Do not expect a window display to sell goods indefinitely. Those who pass your place will get tired seeing the same thing day after day. Give them something new to look at once in a while. Let them get into the habit of looking to see what you are going to offer them next. Sooner or later you will catch the fancy of the regular gazer and sell him, or her, something. If your offerings are made on the basis of attractive prices, make the price a part of the display. In most cases it is well to do this anyway, as the combination of the article and the price together sometimes make an irresistable combination to the vagrant fancy of the window-gazer.

The old-established firm of Jas. Foster has moved from their location on Queen St. West to 15 Queen St. East, Toronto. Business is carried on by Fred. Foster, son of the founder, and as the instrument part of the business has been sold, the special attention will now be devoted to the filling of oculist's prescriptions.

WHOLESALE DRUG WAREHOUSE GUTTED BY FIRE.

A dispatch from Winnipeg, Man., says that on November 22, spontaneous combustion in a bin of permanganate of potash on the third floor of the warehouse of the Martin, Bole and Wynne Drug Company, started a fire which practically gutted the whole structure. The total loss on the building and stock is estimated at $215,000, divided about as follows: Building, $35,000; stock, $160,000; stock of the Jas. Hall Co., $20,000. The loss is well covered by insurance, there being about $150,000 on the stock and fixtures of the drug company, $35,000 on the building, which was valued at $50,000, and $18,000 on the stock of the James Hall Co., which is estimated to have amounted to about $20,000.

GLAXO.

Our readers attention is directed to the advertisement of "Glaxo," an infant's food, which has received the drug endorsement of the Medical Faculty in Great Britain and elsewhere, and which is having a large and increasing sale in Canada. The ideal food to promote the healthy growth of the infants, and to give it strength should contain the proper elements.

1. To nourish the fleshy or muscular parts of the body (nitrogenous matter.

2. To keep the body warm and provide fat (carbon hydrates.)

3. To make round bones (phosphates and mineral salts.

These elements are found in Glaxo, which, as nearly as possible, corresponds to the milk from a strong, healthy mother, as the following analysis will show:

	Mother's Milk Per cent.	Glaxo Per Cent.
Proteids...	1.5 to 2.2	3.0
Fat.........	3 to 4	3.85
Carbo-hydrates	6 to 7	5.8
Salts......	.02 to .46	.83

Druggists will do well to bring this food prominently to the notice of physicians, nurses and the general public, as an article which will give entire satisfaction.

CASSEL'S PUBLICATIONS.

Amongst the many publications received, none are more welcome than Cassel's Magazine and The Quiver, both magazines of excellence, and always filled with entertaining reading, diversified in character, yet always good.

"The New Magazine," also published by this house, contains stories of interest, as well as of adventure.

The December numbers always of a superior character, promises this year to excell all former issues.

HELPING THE RETAILER.

The Council of the Ontario College of Pharmacy have issued a circular letter which is intended to be sent to physicians in order to stimulate their interest in the preparations of the Canadian Formulary.

The letter is carefully worded, and puts before its readers facts which should be very helpful to retail druggists in furthering the propaganda amongst physicians, and we trust that the outcome will be a recognition not only of the efforts of Canadian Pharmacists to provide workable formulae, but an adoption of such of them as commend themselves to medical men. The following is the letter:

Dear Sir:—

The Council of the Ontario College of Pharmacy invites the consideration of The Medical Profession to the Canadian Formulary. It is designed to supply the busy practitioner with tried and tested combinations of drugs, some of which do not lend themselves to extemporaneous preparation, and all of which are rendered more acceptable to the patient by judicious elimination of offensive characteristics.

The work is compiled with a view to meet the demand for preparations not embraced in the official pharmacopoeias, but finding a place in the practice of the physician.

They can be supplied of uniform character by all Canadian Pharmacists, and are conveniently designated by the letters "C. F."

As the formulas are intended exclusively to satisfy the therapeutic requirements of the Medical Profession, it is confidently hoped that they will meet with favor, and merit preference, whenever their basic constituents are indicated in the treatment of disease.

Your pharmacist will be glad to furnish you with particulars in regard to this publication.

Yours very truly,
W. B. GRAHAM, Registrar.

GOING UP.

Justice has a streak of yellow, for she grips the little fellow, but her temper seems to mellow towards the man who's higher up.

Though she runs to fix her clutches on the one who steals as much as 50 cents, she limps on crutches toward the man who's higher up.

If the duties are evaded, quick as righteous wrath paraded, for the few who simply aided—not the man who's higher up.

'Tis a most obnoxious feature; Justice surely needs a teacher; worst of sinners not the creature, but the man who's higher up.

Little chap must go to prison, for a crime not really his'n, while champagne is ever fizzin' for the man who's higher up.—Exchange.

Christmas is coming!

Are you ready?

A visit to our sample-room will repay you anyway. Everything arranged for your convenience, and the nicest line of Toilet Cases, Manicure Sets, and Ebony Goods we have ever shown. All goods marked closely and in plain figures—only one price here. You can save time and money by seeing us first.

Come early and get best selection.

If you cannot come, write, wire or telephone us. We will give your order specially careful attention and feel sure our selections will please you.

Be sure and remember our special offer on Hair Brushes—the big prize package—$10.00 lot. Biggest value ever given in Canada.

Sent any place on approval, returnable at our expense if not satisfactory.

We wish you All a Holiday Trade Bigger and Better than Ever

NA-DRU-CO

TORONTO - HAMILTON - LONDON

VANCO

MERCURIALS

IODIDES

Best Quality and Best Prices

Mercury Bichloride
Mercury Subchloride
Mercury Oxide
Mercury Ammon. Chlor.
Mercury Iodide
Mercury Ointment H. and B. P.

Pottassium Iodide
Sodium Iodide
Ammonium Iodide
Iodine Resubl.
Iodoform

ALL MADE IN CANADA

Write for our Price List

CHEMICAL LABORATORIES LIMITED

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Toronto, Ontario

ANTIKAMNIA PREPARATIONS

REGISTERED U. S. PAT. OFFICE.

ANTIKAMNIA POWDERED

TABLETS

- ANTIKAMNIA
- ANTIKAMNIA & CODEINE
- ANTIKAMNIA & HEROIN
- ANTIKAMNIA & QUININE
- ANTIKAMNIA & SALOL
- ANTIKAMNIA QUININE & SALOL
- LAXATIVE ANTIKAMNIA
- LAXATIVE ANTIKAMNIA & QUININE

MADE ONLY BY
THE ANTIKAMNIA CHEMICAL COMPANY, ST. LOUIS, U. S. A.

The Original and Only Genuine

BEWARE OF IMITATIONS SOLD ON THE MERITS OF

MINARD'S LINIMENT

SYSTEMATIZING THE PRESCRIPTION COUNTER.

By T. A. Fardon, Malden, Mass.

The counter I am about to describe was the regulation one, measuring 9 feet by 2½ feet, with the usual shelving which enclosed both ends, as shown in the illustration. There is a desk at one end, and the body contains drawers of varying sizes and depths. A few shelf bottles were in use, but most of the drugs were in the packages as they came from the wholesaler, having been slit open at one corner and perhaps sealed again with a sticker or an elastic. They were scattered carelessly along the shelves, presenting a dusty and untidy appearance, and were often not to be found when wanted. At the start 40 cigar boxes (100's) were soaked in hot water, the labels removed, the boxes dried, then twice varnished on one side. The shelving in the center of the case was cut to fix these boxes in three rows. Each box fitted closely to its neighbor, and just slipped easily under the shelf. This made a dust proof compact cabinet ; each box was fitted with a small screw handle. Now, all the smaller proprietary packages, such as argyrol, lycetol, nosophen, metol, tannigen, etc., and they were legion, for this desk dispensed many prescriptions, were gathered in alphabetical groups. Specialties of various firms were given separate boxes ; sometimes two boxes were needed. In that case the boxes were so marked. Other boxes were used for various salts, some partitioned boxes held two kinds, such as strontium salts, zinc salts, quinine salts, lead salts, silver salts, calcium salts. Other boxes were marked respectively, A, B, C. The labels were uniform in size and coated with white shellac. This is a sample label reduced in size :

These labels were put on the varnished side and when the work was done, order reigned in the place of confusion. Next four dozen two ounce wide mouth glass stoppered bottles were put into use. These filled with drugs in daily use but in small amounts, were labeled and set on narrow shelves above the boxes. In placing these care was taken to keep the most used ones nearest the scales. Behind each row of bottles was placed a strip of wood to prevent the bottles being pushed back out of line.

Each bottle and box has its marked place on the shelf. Above these bottles, within hand reach of the scales, were put two dozen one-pound wide mouth glass stoppered bottles containing drugs used daily in larger amounts. These comprised zinc oxide, sodium salicylate, menthol, quinine sulphate, potassium, iodide, starch, etc. These shelves were arranged and set in in the same way as the smaller ones. Solid extracts and pill masses were placed in boxes to the right. Over these were placed shelves holding diluted acids, odd tinctures and medicinal wines in eight ounce bottles. This counter held a quantity of alkaloidal salts in small packages 10 to 15 grains up to 1 and 2 drachms. To accommodate these an open box 20 inches long, the width of the shelf, was made with a bottom one inch thick. In this bottom holes were bored just large enough to accommodate the phials, and the edge of each hole was marked with the name of its contents. This box held gold and silver chloride, dionine, pilocarpine, eserine sulphate, etc., and proved very satisfactory, keeping in orderly array about sixty small and easily lost bottles.

The scales were taken as the central point, the things most used being placed nearest. A permanent place was given to everything, and each article fitted closely to its neighbor, so as to allow no pushing out of place ; each place was marked, so there was no excuse for not finding article wanted. This idea was carried out throughout the entire back room, and greatly facilitated the prescription work.—Amer. Druggist.

TERPIN HYDRATE A PERFECT SOLUTION AND SATISFACTORY PREPARATION OF IT*

By Frank W. A. Hain.

The first request for a solution of terpin hydrate to be given in mixtures, etc., came to me about ten years ago when a physician desired information on the solubility of the chemical.

An emulsion, containing two grains of the fluid drachm, was about the most satisfactory mixture we could obtain at that time. However, it set me experimenting with terpin hydrate, and finally resulted in the following formula :

Solution Terpin, Hydrat. Compos.

Terpin hydrate, powdered ...... 30 grams.
Hot glycerin...... ....650 c.c.
Stir until dissolved. When partly cooled add :
Fluid extract wild cherry bark 62.5 c.c.
Alcohol......... .... 235 c.c.
Glycerin......... .... ad. 1000 c.c.

Dose.—4 c.c. containing 0.12 gm. (about two grains) terpin hydrate to be taken with water. To meet climatic conditions, I found it advisable however, to reduce the amount of terpin hydrate to 25 gm. per 1000 c.c., the resulting preparation containing .1 (about 1½ grains) per 4 c.c. of terpin hydrate in perfect solution.

Codeine or heroin in the usual amounts is readily dissolved in the alcohol before adding to the mixture.

The Pharmacopoeia mentions the solubility of terpin hydrate in water (hot and cold), alcohol (hot and cold), ether, chloroform, and glacial acetic acid. Why not add the solubility in glycerin and practical application of it ?

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*Read at Richmond Meeting of the American Pharmaceutical Association.

SOLUTION OF IODINE IN CHLOROFORM.

In an abstracted article on the disinfection and anaesthetisation of the skin by iodine in the Bulletin general de Therapeutique of March 15th, the following solution is recommended: Iodine, 1 gramme; chloroform, 15 mils. It is said to be unalterable and to keep indefinitely if care be taken to prevent evaporation, by covering the stopper of the bottle in which it is kept with a rubber cap. Even if, after partial evaporation of chloroform, small crystals of iodine are deposited on the sides of the bottle, the remaining solution may still be used, since it is only altered in the degree of concentration. If a perfect solution is formed with the above named quantities of iodine and chloroform, it would appear that the chloroform used must contain more alcohol than is usually found in that used for anaesthetic purposes. The anaesthetic chloroform of the French Pharmacopoeia contains 0.5 per cent. of absolute alcohol by weight, its specific gravity being 1.498, while the chloroform of the British Pharmacopoeia contains about 1 per cent., the specific gravity being 1.490 and 1.495.

GOOD PRESCRIPTION RULES.

The following special rules for the prescription department are observed in Hudnut's large pharmacy, at 925 Broadway, New York City, says the Pharmaceutical Era.

"All cachets must be invariably dispensed in boxes large enough to admit of a layer of cotton above them.

"For doses of antipyrin, phenacetine, sulphonal etc., cachets must be recommended in preference to powders and their advantages explained.

"Iodoform, and all foul-smelling drugs in prescriptions must be dispensed in the basement and never opened in the store.

"Persons not connected with the store, except physicians, are not allowed behind the prescription counter.

"If there is any doubt about what a doctor has intended in a recipe, it must be sent to him for explanation before dispensing. In any case always refuse a prescription rather than put up one about which there is a doubt either as to ingredients or dose.

"In repetitions of prescriptions, new labels must always be placed on the packages or containers.

"In liquid prescriptions always look through them to the light before sending out, to see that they are clear and free from specks, stain, etc. Pass them through cotton, wherever it is possible without interfering with therapeutic value.

"Errors in compounding or delivering prescriptions must be immediately reported to the proprietor by who ever has same brought to his notice. Any one detected in trying to hide a mistake, made either by himself or another, will be liable to immediate discharge."

PERCOLATION BY HEAT.

A. Astruc ("Jour. de Phar. et de Chim.," No. 2, 1910) recommends percolation by heat in the preparation of several pharmaceutical products, as from his experiments he has found this method to yield a higher per centage of active principles than is obtainable by other means. The drug to be exhausted is prepared in the ordinary manner; the percolator he recommends is double-walled, and in the interspace warm water is poured and maintained at the temperature of 80 degrees C. by a small gas flame. The drug itself is exhausted by warm water in the ordinary way. E. Capillery (loc. cit.) furnishes some figures illustrating the results of experiments with this method, as compared with decoctions. From these it may be seen that ipecacuanha-root containing 2.15 per cent. of alkaloids yielded a percolate containing by the hot method 63 per cent. of the available alkaloids, while a decoction only extracted 51 per cent. of the alkaloids. In the case of kola-nut the result is more striking, the percentages being 80 and 45 respectively.

A NEW AND RAPID METHOD OF MAKING SUPPOSITORIES.

The method employed is to melt one-half of cocoa butter on a water bath, while the other half, previously grated, is mixed with the ingredients. This mixture is then poured into the melted cocoa butter, and the whole is thoroughly mixed. The mixture is then poured into moulds, where complete solidification takes place in from 3 to 4 minutes. The sticking or adhering to moulds can be prevented by smearing with a solution of soap in alcohol. Suppositories made in this manner are perfectly uniform, and on account of time required for solidification being so short, no opportunity is given the active ingredient to separate.

This method is applicable only to powdered substances. But when liquids are to be incorporated with the base, they are rubbed in a mortar with small quantity of water, and are then emulsified with several grains of cocoa butter previously melted. When emulsification has taken place, the remainder of butter now melted is gradually added; the butter should be added gradually, and each portion should assume a creamy consistency before the next portion is added until the whole assumes a consistency of cold cream. This is at once poured into moulds and allowed to solidify.—Ex.

The J. Stevens & Son Co.
LIMITED
145 Wellington Street West, TORONTO.

When you have an order for Electric goods, (Hosiery, Supporters, Bandages,) mail it to the **above** address. It will receive prompt and careful attention. Mail orders our specialty. Jason Lumbago Belt is the supporters druggists have been looking for. All sizes in stock.

OTHER PROMINENT LINES

Druggist Sundries, Glassware, Rubber Goods, Enamelware, Surgical and Veterinary Instruments, Nurses Supplies, Surgical Dressing.

COWAN'S
LIQ. AMMON. FORT.
PURE

Agreeing Fully with all the Requirements of the B. P.

See that every Winchester carries our Signature—
JOHN COWAN COMPANY, LIMITED

GLYCERINE, C.P., in cans and drums
BORIC. ACID, Merck and English
CARB. AMMON. 5 lb. and 10 lb. cans, kegs and casks
CHLOR. AMMON., kegs and casks

JOHN COWAN COMPANY, Limited
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MONTREAL

BUY YOUR
PERFUMES
AND
Toilet Preparations
FROM
Sovereign Perfumes, Ltd.
TORONTO

Quality the Highest
PRICES RIGHT

Hurry Up Orders are Our Specialty

Our whole organization is built up on the basis that every order must be filled **at once.**

Rigid adherence to this rule has won us the reputation of being "The Lightning Shippers of Wrapping Paper."

This kind of service costs us a little extra, but it does not increase the price of wrapping paper to you.

TRY US
Write, Wire, 'Phone or Call

DOUGLAS & RATCLIFF
Limited
"Lightning Shippers"
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Paper —Rolls and Sheets. All kinds and weights.
Bags, Twines, Tissues, Felt Papers, Etc.

DUE NOTICE

On and after January 1st, 1911, All Bonuses with Dr. Martels Female Pills will be CUT OFF.

BUY NOW & PROTECT YOURSELVES

Thanking you for past co-operation and wishing you a prosperous and happy new year, we are

Very Truly Yours,

Knickerbocker Remedy Co.
Sole Distributors Dr. Martel Various Medical Remedies
36 East 23rd Street New York, N.Y.

The Lyman Bros. & Co. Limited
Canadian Agents
Wholesale Druggists - - - - TORONTO, ONT.

Emulsion of Cod Liver Oil

It is a well known fact that this preparation can be made and sold at almost any price and the low priced goods are worth only what is paid for them. And it is also a well known fact that the Toronto Pharmaceutical Co., Limited, WILL NOT manufacture low grade goods. These two facts explain the reason for the enormous quantities of this article we manufacture each year. We have some thirty or forty different styles of wrappers, all very tasty in design. See samples.

We have also several styles of packages for Extract or Preparation of Cod Liver Oil.

THE TORONTO PHARMACAL COMPANY, LIMITED
TORONTO - MONTREAL - WINNIPEG

SOME INCOMPATIBILITIES.

Sodium arsenate, in solution, gives with salts of strychnine a granulated precipitate; it is also incompatible with quinine hydrochloride.

Cocaine hydrochloride with chloroform water throws chloroform out of solution, the latter appearing in the form of minute globules, thus causing turbidity in the solution. This is prevented by the addition of 1 per cent. citric acid or 5 per cent. alcohol.

Potassium chlorate is decomposed by alum, chlorine being liberated.

Borax and sodium bicarbonate, in aqueous solution, containing glycerin, react, carbon dioxide, being liberated.

Acacia is incompatible with morphine, physostigmine and adrenaline. This incompatibility ceases when acacia is previously heated to 100 degrees, to destroy its oxydase.

Solutions of antipyrin yield precipitates with tannin and phenol. Antipyrin itself yields an oily mixture with chloral hydrate. Acetanalid becomes pasty with chloral hydrate, menthol, thymol and resorcin. Antipyrin does the same with beta-naphthol, sodium salicylate, salol and urethane. Beta-naphthol liquefies with phenol, camphor, menthol and a number of other substances.—Nouv. Rem.

THE DIFFERENCE BETWEEN MORPHINE AND CODEINE AND HEROIN.

A short time ago the Board of Health of the City of New York, promulgated an ordinance providing that "No cocaine or salt of cocaine, and no morphine or salt of morphine, either alone or in combination with other substances, shall be sold at retail by any person in the city of New York, except upon the prescription of a physician." Immediately every druggist in the city stopped the sale of all preparations containing any derivative of opium and raised such a furore, that the acting Commissioner of the Board of Health felt called upon to explain what every druggist ought to have known, viz: that "Heroin and Codeine are not salts of morphine, and therefore are not included in the proscribed list."

In order to make this matter perfectly clear, the following on the subject of opium is submitted for the information of the many who have been laboring under the misapprehension that Codeine and Heroin are salts of opium or of morphine.

Opium, besides wax, fat, glucose, gum, pectin, resin, etc., contains about 20 alkaloids, among them being Morphine, Codeine, Thebaine, Narceine Papaverine, Pseudo-morphine, Narcotine, etc., all occurring in varying amounts according to the grade of opium While morphine is an analgesic, it does not follow that Thebaine is an analgesic simply because it is also derived from opium. One might equally as well say that Acetanilid and Diamond Dyes have similar therapeutic effects, because both are derived from coal tar. Heroin, as is well known to every druggist, is a synthetic preparation, and is not an alkaloid of opium. There are no salts of opium; there are active principles or alkaloids from which, by the addition of acids, salts are formed, which become not salts of opium, but salts of morphine, salts of codeine, etc. All chemists know this, and all druggists probably know it, but fear of transgressing the law made the New York druggists take a position contrary to that which their knowledge of chemistry would indicate to be the correct one. Codeine and Heroin are not salts, either of opium or of morphine, the one being an active principle, and the other a synthetic compound. Furthermore, Morphine and Codeine have widely different properties; Codeine being entirely devoid of the evil effects of Morphine, not locking up the secretions or causing constipation; and the Codeine habit is a thing unknown in medical literature. In fact, all authorities agree that Codeine does not create habit.

From all the above, we glean the following facts:

1. Opium and derivatives of Opium, except Morphine and its salts are not in the proscribed list under the regulation of the New York Board of Health.
2. Codeine and Heroin are not salts of Opium.
3. Codeine and Heroin are not salts of Morphine.—Apothecary and New England Druggist.

TREATMENT OF RINGWORM.

The author advocates the use of the following parasiticide remedy in ringworms, either with or without X-ray epilation. A patch of diseased skin, not bigger than 30 to 35 square centimetres is well rubbed with a warm mixture of iodide, 7; potassium iodide, 5; goose grease, 100. Half an hour later a two per cent solution of mercuric chloride in goose grease is applied. The treatment is repeated a few times at intervals of a week or so. The idea of utilizing freshly formed iodide of mercury in this way is not a new one, but the author evidently finds the methods effective—R.L. Sutton, Amer. Jour. Med through Med. Chron.

We should always be polite to our inferiors—in the presence of our superiors. Nothing is more effective.

A SYSTEM OF BUSINESS RECORDS.

By H. C. Bradford, Nashville, Tenn.*

In the various journals devoted to the interest of the drug trade, there have appeared from time to time many such systems as indicated by the above title, all of which were of more or less value, some being very good indeed. It is apparent, however, on a close examination of many of them, that they fail to care for a part of the transactions that occur, through providing excellently well for the remainder. Such a system must obviously give but a partial statement of conditions, and therefore leave the dealer in the dark regarding a considerable and very important part of his business. In the retail business, to which this article is devoted, there are but two sides of accounting to consider—the buying or receiving, and the selling or disposing. We are not concerned with costs, as applied to a manufacturing system, nor with various other matters which engage the attention of other lines of business.

Both the above sides of our system are of equal importance, and each should be handled in a manner that will accurately show at all times the condition of affairs, and also furnish us with a record of all transactions that may take place, unless we may possibly except the sale for cash, and that is cared for as a total for some particular period—the month in this case.

Many dealers who keep their own books— and it is for this class that this article is intended — make the mistake of trying to keep both sides of their accounts by the same system. This cannot be done with satisfactory results, and is largely responsible for the deplorable lack of written records of many otherwise excellent systems of store management.

In taking up the details of this system we will consider, first, the selling side of the matter, taking up the buying or receiving afterward. It will be assumed that all dealers are provided with and use cash registers, since these make for security, simplicity, honesty, carefulness and safety, as well as being a great saving of time.

The cash sales are, of course, recorded on the machine in the usual manner. The credit sales money received on account and money paid out are each recorded on small slips of paper, which are furnished by the manufacturers of the register for those purposes. These slips are of different colors, that they may be easily distinguished from each other.

At the close of the day's business the cash is verified, then checked up in the usual manner, the "Paid Out" and "Received on Account" slips being balanced against each other, and the difference either added to or taken from the total, the remainder being the cash sales.

For keeping the cash we will use what is known as the six-column journal or cash book, being provided with six columns on each side. All these are not required, but the book is a standard one, and is less expensive than having one made and ruled to order.

On the left, or debit, side, head the first column, "Cash Sales," and enter these therein daily. The second column will be headed, "Received on Account," and the third column, "Sundries," it being used for any miscellaneous items which might not be properly entered under the other heads. On the credit or paid out side, head the first column "Merchandise," the second "Freight," or, better, "Carriage," all transportation charges on merchandise of whatever nature being entered therein ; the third column is "Expense," and the fourth for "Sundries" or "Miscellaneous."

After checking the cash and entering it, sort up the slips, placing all those representing sales in one pile, the "Received on Account" in another, and sorting the paids out into their proper classes—either "Bank," "Merchandise," "Expense," or what it may be.

The sales slips are now to be charged to their respective accounts. For this purpose, instead of using a ledger, we will make use of what is known as the "Charging and Billing System." This consists of a loose leaf binder, filled with statement sheets instead of ledger pages, each sheet being interleaved with a sheet of manila, with a sheet of carbon between. Each customer is given one of these sheets, and his purchases entered thereon, as above directed daily. At the end of the month the sheet is totalled up, torn out and sent to him as a statement of his account. The manila copy remains behind, as your record of the transaction. By this means it is unnecessary to open a ledger account with customers. The manila copy is removed to a separate binder at the same time the original is sent to the customer, and there remains, being marked paid when the account is settled, the entry being made from the cash book, since it was first entered thereon. This closes the transaction though the manila copy, marked paid, still remains in the binder as evidence of the transaction.

In the front of this customers' ledger,. as it might very well be called, is a plain sheet with dollar and cent columns only. The amount of sales slips are totalled up each day after they have been charged to their respective accounts, and the amount is entered on this sheet. This is the total daily charge sales, and the sheet is large enough to accommodate a full month's business. After being thus entered the sales slips should be gathered into a compact bundle, placed in an envelope, on the outside of which is writ-

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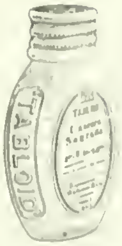
*Western Druggist.



FINE PHARMACEUTICAL PRODUCTS THAT GIVE SATISFACTION TO PHYSICIAN, PHARMACIST AND PATIENT

'TABLOID' BRAND
TRADE MARK 'KEPLER' BRAND
TRADE MARK 'ENULE' BRAND
TRADE MARK 'VALULE' BRAND
TRADE MARK 'VALOID' BRAND
TRADE MARK 'SOLOID' BRAND
TRADE MARK 'HAZELINE' BRAND
TRADE MARK 'ELIXOID' BRAND
TRADE MARK 'VAPOROLE' BRAND
TRADE MARK 'WELLCOME' BRAND

The products bearing these Trade Marks are owned by BURROUGHS WELLCOME & CO.

They represent the highest perfection yet attained in manufacturing processes and the latest development of scientific research.

The sale of articles of other manufacture when any of these brands are specified in ordering is an infringement and unlawful.

BURROUGHS WELLCOME & CO., LONDON (ENG.)

SYDNEY CAPE TOWN MILAN SHANGHAI

101-104, Coristine Building, MONTREAL,
and 35, 37 & 39, West Thirty third Street, NEW YORK CITY

Full stocks are held by all the Firm's Houses and also at the following depots:

TORONTO, ONT.: W. J. A. & H. Carnahan. LONDON, ONT.: J. A. Cairncross & S[illegible]. VANCOUVER, B.C.: W. M. Harrison & Co. WINNIPEG, MAN.: W. F. C. Brathwaite, and The Gordon Mitchell Drug Co.

E 141

LEVER BROS., Limited

Chemically Pure

REFINED GLYCERINE

(MADE IN CANADA)

In Half Ton Drums
56 lb. Cans, 28 lb. Cans and
Winchester Quarts

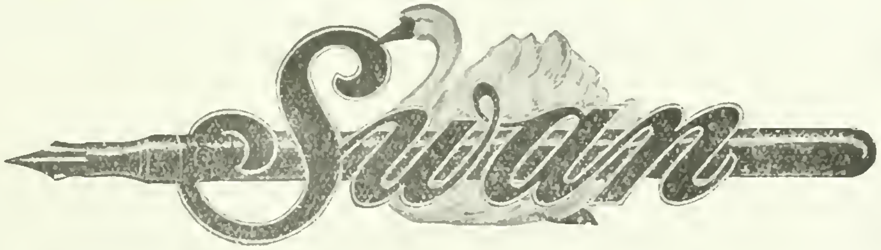
QUOTATIONS GIVEN FOR ANY QUANTITY

SELLING AGENTS

John Cowan Co., Limited

Montreal Chemical Works

3 Dalhousie St. - Montreal



In every civilized country

"Swan" Fount Pens have "made good."

In every detail they come as near perfection as is humanly possible. The ink flow is even and continuous, the ink always 'there.' No shaking or bumping to start the flow. The gold pen the best made in both writing and lasting qualities, and the selling prices are protected. Are you handling this satisfaction-giving line? It is the 'quality' Fount Pen, and leaves a good margin of profit for the retailer. Send along a trial order. We will help boost your sales of 'SWANS' with our artistic Show Cards, Velvet Display Pads, and other Novel Publicity Devices.

Ask for details of our proposition. Get in touch with us to-day.

Mabie, Todd & Company

124 York Street = = = TORONTO

Headquarters 79-80 High Holborn, London, W.C., England

THE EUREKA OINTMENT POT

REDUCTION IN PRICE

Is now well known and is one of the most popular jars on the market. We formerly made it only in Flint, Amber and Emerald Green. We now furnish it in Opal as well, in the dispensing sizes, ¼ oz. to 4 oz. sizes.

EUREKA OINTMENT POT LIST

Size	Per Gross	Original Package
¼ Oz.	$ 5 35	5 Gross
½ "	6 25	5 "
1 "	7 50	3 "
2 "	9 90	3 "
3 "	12.75	2 "
4 "	15 00	2 "
6 "	20 00	1 "
8 "	27 00	1 "
16 "	39 50	1 "

FOR SALE BY JOBBERS

DISCOUNT TO THE TRADE 60 PER CENT.

T. C. WHEATON CO. **MILLVILLE, N.J., U.S.A.**

EXPERT BOTTLE BLOWERS

PHARMACY, HIGHLAND PARK COLLEGE DES MOINES, IOWA.

RESIDENT COURSES

I. Regular Ph. G. Course.

II. Special Course to prepare students for examination before State Boards. The largest and best equipped College of Pharmacy in the United States. School the entire year. Students present from almost every State in the Union. Expenses very reasonable.

CORRESPONDENCE COURSE

The best Correspondence Course in Pharmacy before the public. The Course is complete in every detail, but easy to master. Students enrolled in all parts of the United States. We can prepare you for your examination before any State Board of Examiners. Send for free catalogue. Mention course in which you are interested. Address:

HIGHLAND PARK COLLEGE OF PHARMACY, DES MOINES, IOWA.

Canadian Druggists !!

YOU GET FULL PROFITS ON Nature's Remedy REG U S PAT OFFICE NR - TABLETS - NR

WRITE TO-DAY for our Special Proposition. It's a live one—one that will make good and do it quick.

TO PROTECT YOUR PROFITS

We have discontinued selling Nature's Remedy through Jobbers, and all orders will be filled direct, prepaid.

PERSONAL.—If you have never used Nature's Remedy, we would like to send you a box free for personal use. It is the most satisfactory laxative on the market and is used and recommended by thousands of the best druggists the world over. Let us show you. Write for free box and proposition. **DO IT NOW.**

The A. H. Lewis Medicine Company

ST. LOUIS, MO. **SMITH'S FALLS, ONT.**

ten the date and amount, and filed away in a box or other convenient manner. A box which has held a small size of envelopes is very handy for this purpose. The other slips need not be preserved. The reason for this is that in case of litigation over a disputed account, the sale slips, or original entry, will be necessary to establish your claim in Court. The other slips are sorted in like manner and entered under their proper heads, these entries being in the cash book, and one entry being made for the totals of the entire day. At the end of the month all the columns are footed up and balanced. It should be remarked here, however, that the cash book should be balanced daily. All the columns are added up and the total of the columns on the "Credit" or "Paid Out" side, deducted from the total of the columns on the "Debit" or "Received" side should exactly equal the amount of cash on hand. If it does not it is positive evidence of something wrong, usually a forgotten or overlooked entry. The balance of the cash account will always be on the credit side, since it is impossible to pay out more money than is taken in. This matter of keeping the cash book in balance should be attended to daily, and will be the means of saving many items that would otherwise be overlooked, and also save many disputes with customers who have paid money on account and no entry made of it. This system very nearly eliminates all such, however. This balancing is most conveniently done by writing the balance very lightly in lead pencil, in very small figures, just under the lowest entry. In this way there are no long columns of figures to add, since the balance of the previous day is just one entry higher up, making only two amounts to be added for each column.

MONTHLY STATEMENT

Month	Inventory		Merchandise			Expense	Freight and Carriage	Interest and Discount		Remarks
	Mdse	Fixtures	Bought	Sold				Dr.	Cr.	
				Cash	Credit					

Date	No.	Bought From	Amount	Discount			Net	Due	Paid		
				Amt.	%	Date			Date	Amt.	Ck. No.

At the end of the month the columns should be footed and balanced and the amounts carried to their respective accounts in the ledger. The cash sales is placed to the credit of merchandise account. The "Received on Account" entries are each posted to their respective accounts in the customers' ledger. On the "Credit" or "Paid Out" side the "Merchandise" column is posted to the debit side of "Merchandise" account, as is also the total of the "Freight" or "Carriage," column. I will remark here that it is the usual practice of most bookkeepers to post this matter of freight and carriage to the expense account, but the latest and best practice is as above that is, post it to the merchandise account. It is as much a part of the cost as is the invoice price, and is properly included. The total of the expense column is posted to the expense account, while the sundries column must be posted item by item. This done, the cash book is ruled up and the balance carried to the sundries column of a new page, ready for a new month's business.

The ledger accounts will have all the items of the month's affairs condensed and entered in such a manner that we can tell exactly what was done during the month, and the present condition of affairs, the only information needed and not shown being that merchandise which is purchased on account and bills or invoices for which are outstanding. It will be seen that the merchandise account or column in the cash book is only to care for those small stray items which are bought and paid for at once. The main purchases will be shown later.

The total of the "Received on Account" column in the cash book is what has been collected on outstanding accounts during the month, while the total of the sheet contained in the customers' ledger on which was entered the total of each day's charge sales, is the amount sold on credit. The difference between these will be what we have owing to us. The total of this sheet, or total charge sales, is to be posted to the credit side of the merchandise account.

We have now taken care of all the sale transactions and carried the entries, showing them to their ultimate destination in the ledger, and with all we have not had very much work, either; still everything has been well done. One more cash book item to be explained: the bank account. When cash is deposited (it is contemplated that all money will be banked and all bills paid by check), enter the amount on the credit side of the cash book, either in the sundries column or in a special bank column, as may be most convenient. The former is the best, since this item will be posted separately; that is, each entry will be posted by itself, and not posted in a lump at the end of the month as the other accounts are.

This is posted, not to a ledger account, which is unnecessary, but to the stub of the check book. In this, on the first stub, enter your balance at the time; deduct the amount for which the check corresponding to that stub was made, and carry the balance to the next stub. When a deposit is made, enter it on the stub, add it to the balance deduct the amount of that check in the usual manner, and carry the balance to the next stub; in this way, no ledger account with the bank is necessary, which is just so much work saved, and the check book at all times shows the exact available balance, which is not the case with the bank book balance.

Having now cared for all the selling of outgoing accounts, we will consider the buying or receiving accounts. These are often carelessly handled, and the jobbers relied on for amounts, discounts, dating, etc. This is a great mistake and should not be tolerated. It is less work and trouble to keep a full record of these than the selling accounts, provided it is done properly. This system contemplates the use of what is generally known as "voucher record." Drawing of a typical style of this is shown herewith. There are other sizes with different ruling used, but this form is best adapted to the retail business. It will probably be necessary to have this form printed to order, since each line of business, and even each firm, has its own particular form and style of ruling. It is not expensive, however, and as it is a loose-leaf form, but few at a time need be ordered. It is best to use as many of them as may be necessary to accommodate a month's business, ruling up, balancing and posting at the end of the month, and starting the new month with a new sheet. The current sheet or sheets are most conveniently held in a "Clutch" binder, and when filled, is transferred to the permanent binder, which is of the sectional post variety. The form is self-explanatory, but a few remarks will not be ill placed. In the date column place the same date as is on the invoice. Invoices are not to be entered on this form until after checking with the goods they cover, so that any shortages, errors, omissions, overcharges, etc., may be deducted from the face of the invoice itself, the net amount only being entered. The date on the invoice is entered in the date column. The number column is for the number given the invoice in its file. This file is perferably a book, much like the usual invoice book, but with stubs about two inches wide instead of leaves. The invoices are pasted to these stubs in such manner as to form themselves the leaves of the book, using the left edge as the pasting margin. Beginning with the first business year, these invoices are numbered consecutively, the number being placed prominently on the upper right hand corner, the same number being entered on the record in the column assigned for that purpose. In the column headed "Discount," space is provided for the amount of the discount, the per cent, and the date upon which the discount is to be taken. The column marked "Net," is for the amount, less the discount; the column marked "Due" is for the day when settlement must be made— the last day, in fact. The space marked "Paid" contains columns for the date, the amount, this being necessary to show whether or not the discount was taken, and finally the check number. If the discount is not taken, the columns devoted to it should be left blank, then when the balance is made at the end of the month the net columns and paid columns should balance, and the total of the discount deducted from the total of "Amount" column, should give a remainder that will just balance with the other two, each of them separately.

At the end of the month the columns should all be footed and balanced as indicated above, and the total of "Amount" column carried to the debit side of merchandise account in the ledger, while the total of the discount column is posted on the credit side of the interest and discount account in the ledger. The other columns are not posted. These balances should not be carried to the new sheets, as was the case with the cash book, but the new month should begin with the first invoice received. To carry the balances forward would only occasion confusion on the record, and, as the totals are cared for and accumulated in the ledger, it is not necessary.

This takes care of the incoming or buying side of the business, and the whole forms a ve y complete and accurate record of the business, showing at all times the exact condition of affairs. If desired, a monthly summary might easily be made, and would form an interesting and convenient means of comparison from month to month and year to year. I give herewith a convenient form for such a purpose, though it might be modified to suit conditions.

All this has taken quite a time to tell, much longer than is necessary to do the actual work. Most systems of bookkeeping have the ledger as the corner stone, but this system has no ledger at all, except about half a dozen representative accounts which are kept in a small bound double entry book.

The customers' ledger spoken of is really not a ledger at all, but merely a file of statements with second sheets and index; we have seen, however, how it serves the double purpose of a ledger and an itemized statement for the customer, all with the first and original writing. The same is true of the voucher record, or invoice register, as it is sometimes called. It takes perfect care of the

"WALPOLE"

Hot Water Bottles Won't Leak

You know the constant danger with an ordinary Hot Water Bottle, of pouring in water a little too hot, loosening the cemented joints, starting a leak, and ruining the bottle.

Walpole Hot water Bottles are proof against this annoying weakness. They are made by the Gleason Fusible Core Process of one piece of pure Para rubber, without seam, joint or cement to give way. They will remain watertight until they are worn through, and as they are made of the finest rubber, steam-cured, this means for a lifetime.

Walpole Hot Water Bottles are guaranteed for two years against boiling water or any possible accident

---

'CATSPAW' RUBBER HEELS

WON'T SLIP

The Canvas Friction Plug vulcanized into each CATSPAW Rubber Heel prevents slipping, not only while the heel is new, but until it is quite worn out. The corrugations and cup-shaped hollows on which all other rubber heels depend for their grip wear off quickly leaving the heels almost as slippery as leather.

The Friction Plug makes CATSPAW Heels wear longer, while corrugations and hollows shorten the life of other heels.

CATSPAW Rubber Heels are made of new, live rubber. They give a light, springy tread secure on on any surface.

Get CATSPAWS on your shoes and note the difference.

Walpole Rubber Co., Limited, MONTREAL.

OPEN THIS END
WONDER-SHINE
FOR SILVER GOLD AND PLATED WARE
TRADE MARK H.C.C. REGISTERED
REMOVES TARNISH INSTANTLY WITHOUT RUBBING
PRICE 25 CENTS
HOUSEHOLD CONVENIENCE CO. LIMITED TORONTO

WONDER-SHINE

---a profitable article for every druggist

WONDER-SHINE is the new silver cleaner.

Now, two points that interest every dealer and count for success, are—

Quality –a positive assurance that the quality is right, and

Popularity—popular goods are easily sold.

We know the quality is right or we would not be spending $10,000 in advertising **WONDER-SHINE.**

And this advertising, together with the saving of toil and time **WONDER-SHINE** effects, assures popularity.

We are advertising judiciously---carefully educating the Canadian housewife to the "**WONDER-SHINE way**" of cleaning silver---the popular way.

WONDER-SHINE cleans silver, gold and plated ware without rubbing—lightens housework.

Write for free 25c package, information and our new "Selling Plan."

Just a post card with your name and address to-day.

HOUSEHOLD CONVENIENCE CO., Limited, Toronto, Ontario

Canadian Made Licorice

Y. & S. BRAND

As Advertised In All The Prominent Cities Of Canada

Place Your Orders Now For Your Winter Requirements

FOR SALE BY ALL WHOLESALE DRUGGISTS

FOR SALE BY ALL WHOLESALE DRUGGISTS

Acme Licorice Pellets, M. & R. Wafers, Softmints, Lozenges, Powdered Extract and Root, &c., &c. Appropriate for Druggists' uses.

Also the Deliciously Flavored Y. & S. Licorice Chewing Gum.

NATIONAL LICORICE COMPANY

MONTREAL, CANADA

wholesale accounts, without any trouble of a ledger, and keeps an accurate account of discounts as well. It is the elimination of ledger accounts which enables a busy pharmacist to keep his own books in such a manner as to give him all the desired information about his business. The same information and detail secured by the old method would require the services of a regular bookkeeper, even for an ordinary sized business.

In making out checks in payment of invoices, it is well to employ the voucher system. There are many forms of this, some of which are not desirable, but a simple and effective plan, which calls for little if any extra work, and meets with no objection whatever on the part of the banking fraternity is as follows: A rubber stamp is procured worded as follows: "This check is in full payment of invoices listed below. Indorsement is receipt sufficient. Void if altered. If not correct, return at once." Below this wording are columns of dollars and cents to accommodate about half a dozen items. The whole should not occupy more than half the length of the cheque, the remainder being for indorsements. When the check is filled out, the dates and amounts of the invoices are entered in this space. The indorsement of the recipient is acknowledgement. The cancelled check is the best possible receipt. The writer has made this manner of writing checks known before, but it is utilized by very few business men. Its universal employment would eliminate the expense of receipts as well as the time and labor of writing them. Thus a considerable saving would result.

To take advantage of discounts, it is necessary to know when they should be taken. Some firms pay all bills due once a week or at other specified time. This method will usually get all the discounts, and eliminate the trouble of keeping up with the dates; on the other hand, it is a wasteful process. If you pay a bill in six days, on which the discount limit is ten days, you have lost four days' interest. It may be a small matter, but still I consider it well worth saving. The best, simplest, cheapest and most perfect "tickler," as such a device is called, is an ordinary pad calendar. When the invoice is put on the record, turn to the proper date and enter its number. Then, when that day comes, the number rolls up before you, and you know that bill must be paid that day. Other matters requiring future attention are noted on it in the same manner. It is a great help and comfort as well as time saver. It helps greatly to map out your work.

The books necessary to a proper application of this system are as follows:

A "charging and billing" outfit; loose leaf.

A six column journal; bound.

A small double entry ledger, bound

A number of voucher record forms.

A clutch binder to hold them while in use.

A sectional post binder to hold them permanently after they are filled.

An invoice book with stubs instead of full sheets.

A supply of "Sold," "Paid Out," and "Received on Account" slips, for use at cash register

The "monthly summary" can be ruled and headed up by the dealer himself, using any suitable book or loose sheets, which might be filed with the voucher records.

THE LONDON MEDICAL EXHIBITION.

One of the most interesting features of the London Medical Exhibition, recently held at the Royal Horticultural Hall, Westminster, was the exhibit of Burroughs, Wellcome & Co. In addition to an artistic display of such well known products as "Tabloid," "Xaxa," "Tabloid" Quinine Compound and "Tabloid," "Papana," and other "Tabloid" products, some interesting and novel features were noted. "Tabloid," Bismuth Gauze, the new antiseptic dressing which is winning much favor with surgeons, and is said to be especially suitable for uterine operations, occupied a place of honor in the centre of the exhibit. This dressing is not pleated or compressed, but rolled in one yard lengths of one, two, or three inch widths, sterilized and enclosed in a germ proof cover.

"Vaporole" Pituitary (Infundibular) Extract in its admirably constructed glass ampoules, is a product with a future in the treatment of post partum haemorrhage, and may be depended upon to retain its properties unimpaired right up to the moment when it is required for use.

"Wellcome" brand Chloroform, which has obtained a favorable reception in medical circles owing to its exceptional freedom from chemical impurities, is now packed in amber-colored hermetically sealed glass tubes, which, when opened, constitute convenient drop bottles.

The "Tabloid" First Aid Outfits are marvels of compression and neatness, and their appearance is so dainty and alluring that they readily suggest themselves as saleable birthday presents and Christmas gifts. Chemists who make a feature of such displays, will find them well worth consideration.

In the elegant and attractive series of "Tabloid" Pastilles, none is more popular than the "Tabloid" Laxative Fruit Pastille, pleasing, as it is, both to the eye and to the palate, and well adapted to the needs of ladies and children, or other delicate patients, in want of a mild and harmless aperient.

HOWARDS' SODA MINT TABLETS

sell themselves

HOWARDS' SODA MINT TABLETS
Prepared according to the formula of the British Pharmaceutical Codex, from HOWARDS' SODA BICARB
THE MOST PALATABLE EVER PRODUCED
HOWARDS & SONS LTD STRATFORD LONDON ENGLAND
STRATFORD & ILFORD LONDON 5 GRAIN TABLETS
THE PUREST SODA MINT TABLETS IN THE WORLD
MANUFACTURED ONLY BY HOWARDS & SONS LTD STRATFORD LONDON ENGLAND

Being made of

Howards' Sodii Bicarb

their flavor is the finest on the market.

These elegant display boxes free.

Ask your Jobber for them.

HOWARDS' & SONS, LIMITED, - Stratford, Ilford, London, Eng.

..Fancy Gift Boxes..

We are offering a fine line of boxed Stationery for the

Christmas Trade

: : Assortments ranging in price : :

$5, $10, $15 & $25

Immediate delivery. : : : : Order now

Barber-Ellis, Limited

Toronto Ontario

Waterman's Ideal Fountain Pen
Waterman's Ideal Fountain Pen
From
WATERMAN'S IDEAL FOUNTAIN PEN N.Y.
CLIP-CAP
WATERMAN
CLIP-CAP

Always Acceptable

The selling of Waterman's Ideals is a growing trade. Dealers can make more sales and earn larger profits on this standard pen than on any other one line of manufacture. Because of the success of this pen alone, Waterman's Ideals are extensively bought as presents, both for and by parents and children. They are in every respect useful, dignified gifts of well-known merit. The Regular, Safety and Self-Filling types of Waterman's Ideals, in their plain or gold and silver mounted gift styles, have permitted dealers to conveniently fill every Christmas request from the stock of one standard make. The general advertising of Waterman's Ideals in their various types, for Christmas Gifts to everyone, will reach the homes of practically the entire buying world. The dealer with the well displayed stock will secure the business resulting. The retail selling prices are substantially maintained by agreement, in order that the dealer's legitimate profit may be constantly earned. There is no risk in the purchasing of Waterman's Ideals—they are standard the world over and the year around.

New dealers are offered this Company's services, whereby adequate and appropriate stocks may be supplied with show cases for display.

Order Now for Christmas, or Write for Suggestions and Catalogue

PLAIN STYLE
No. 12, $2.50
Larger Sizes
$4.00, $5.00, $6.00
SILVER FILIGREE
No. 412, $5.00
Larger Sizes
$7.00, $8.50, $9.50
Clip-on-Cap
adds 25c
to above costs

L. E. WATERMAN COMPANY, Limited, (Temporary Address) 123 St. Francois Xavier St., Montreal
New York London Paris

ARE YOU ENJOYING

made possible by an up-to-date properly conducted Soda Water Apparatus?

If not, why?

The **McLaughlin "Hygeia"** apparatus has done more toward the upbuilding of the Soda Water trade throughout Canada than all the other makes, Foreign and Domestic combined.

We have many representative apparatus in every city and town thoughout Canada and all successful ones. Ask the users of any **McLaughlin "Hygeia"** apparatus if they have not made good.

If your present Fountain is not a paying proposition, there is something radically wrong.

In all probability it is that unsanitary, unattractive and very much out of date apparatus that is driving your trade next door.

You cannot afford to look on and see the trade that should be yours pass your door.

OUR "HYGEIA" S

We will be glad to extend r
responsible, and will make liberal allo

J. J. McLau

145-155 Sherbourne S

THE GREAT PROFITS?

ll Marble Construction

able time payments to those financially
ce for old apparatus in exchange.

hlin Limited

eet - TORONTO

Cheer up. There is a big year ahead. Conditions are the best.

Put this question up to yourself. Are you prepared to reap the harvest that a properly conducted, up-to-date **"Hygeia" Soda Water Apparatus** will yield? If so, send for a McLaughlin salesman and he will put you right.

Considered from the standpoint of "earning power" there is no better investment on earth than a **McLaughlin "Hygeia" Soda Fountain.**

There has never been a better time than the present for the purchase of a high class Soda Fountain. Now is the time, right now. Write to-day for full information.

J. J. McLaughlin Limited
Toronto, Canada

Please send a salesman who can give me all particulars about "Hygeia" New Type Soda Apparatus, etc., it being understood that this puts me under no obligation to buy.

NAME..

TOWN.......................PROV......................

Can. Druggist.

A COUGH SPRUP THAT PROVED A SPEEDY MONEY-MAKER.

When Parke Davis & Co. launched their Syrup Cocillana Compound, two or three years ago, and proceeded in characteristic fashion to exploit it to physicians by an expensive campaign of advertising, sampling and "detailing," not a few druggists—keen business men among them—mindful of the multiplicity of similar products already competing for favor, were inclined to question the success of the undertaking. Events proved their doubts to be ill-founded. It was not long before prescriptions began to appear in the drug stores of the country, and pharmacists soon saw the wisdom of being prepared to dispense the new product. To-day Syrup Cocillana Compound is probably the most widely prescribed cough preparation on the American market. Its pronounced success shows what can be done with a high-class product backed by aggressive salesmanship and liberal advertising.

Syrup Cocillana Compound amply justifies the favorable opinion of the prescription writers. Composed of a number of meritorious sedatives and expectorants, it has marked therapeutic efficiency. It is elegant pharmaceutically, attractive in appearance, agreeable in taste. It is unusual both in name and composition, there being nothing in either to suggest to the lay mind the nature of its use, and this fact has doubtless done much to popularize it with prescriptionists.

We understand that the manufacturers are inaugurating another aggressive campaign among physicians. Liberal space is to be taken in the medical journals. Literature is to be widely circulated among the profession. Detail men are to be busy in the field. All this points to a season of exceptional promise—larger sales and richer profits. Retail druggists will do well to prepare for this bigger business.

"FIVE SECONDS BY THE WATCH."

This epigrammatic and familiar expression will doubtless be much in evidence in this month's medical journals, Parke, Davis & Co., announcing hypodermatic tablets as the leading feature of their current advertising. A happy thought, this "Five Seconds by the Watch." It has an important commercial value, and Parke, Davis & Co. are wise in keeping it before the medical profession. Prompt and complete solubility is of the utmost importance in a hypodermatic tablet, and this essential quality of the "P. D." brand has become firmly fixed in the medical mind—largely, it is reasonable to presume, through the instrumentality of the "Five Seconds" conceit. The advertising above referred to will doubtless further stimulate the demand for Parke, Davis & Co.'s hypodermatic tablets, a contingency which druggists may profitably keep in view.

IMPORTANT DECISION.

We have just learned that the U. S. Supreme Court has sustained the contention of the Antikamnia Chemical Co., of St. Louis, Mo., that the Food and Drugs Act of the United States, does not require the name of the parent substance to be stated on the label of a preparation when the derivative is named.

The decision holds void the food inspection Decision One Hundred and Twelve, thus defeating what have been deemed the unfair tactis of the Agricultural Department.

FRIGUSIN; BROMOPHOR.

Under the name "frigusin," a preparation is introduced which is said to be the first member of a new group of remedies. Its chief active constituent is iodine, and chemically it is designated as diiodolaricinolic acid, having the formula $C_{20}H_{26}(OH)_2I_2$. Applied to the skin, the substance immediately solidifies and forms an adhesive varnish which splits off iodine without causing irritation (Apoth-Ztg., xxv, p. 90). The preparation is described as being adapted for use in minor surgery, for all external wounds, etc., where iodoform-collodion is used. It is claimed to be superior to plasters, etc., in so far as neither cold nor hot water in any way attacks the frigusin pellicle, so that the patient may wash or bathe with water at any temperature. A second member of the group, and named "bromophor," is described as a specific for itching of the skin and erysipelas.—Merk's Report.

SURGICAL HINT.

For the removal of fish bones, pins, needles, ets., from the upper part of the esophagus, if a bristle-probang is not at hand, make a little ball of absorbent cotton, lubricate it with a little butter, after it has been tied to a string, and cause the patient to swallow it. By pulling it out again with the string the foreign body can often be removed.—South Cal. Practitioner.

PERISTALTIN.

This is described as a glucoside found in cascara sagrada bark, and having the formula $C\ \ H\ \ O$ ((Pharm. Zentralh.,) It is described as being easily soluble in water and in diluted alcohol, difficultly soluble in absolute alcohol, and insoluble in benzene, ether and petroleum ether. The aqueous solution is slightly acid, and re-

An Apology

We wish to assure our many customers that we are extremely sorry that they have been kept waiting so long for their Prescription Bottles.

This, however, owing to the unprecedented increase in our business, has been unavoidable at this time. If within our power to prevent, delay will not occur again.

At the present we are making arrangements to enlarge our capacity, in order to take better care of our business, which is greatly increasing every year.

THE BEAVER FLINT GLASS COMPANY
OF TORONTO, LIMITED.
DRUGGISTS' GLASSWARE
TORONTO - - - CANADA
"EVERYTHING THE DRUGGIST NEEDS IN GLASS."

PAP SAG
Tablets
DYSPEPSIA

"The only way to cure a bad case of Dyspepsia is to take one or two Pap-Sag Tablets in a little warm water, after each meal. Not to observe this simple and easy rule is to remain depressed with all kinds of stomach disorders, such as Heartburn, Fetid Breath, Gastritis, Flatulence and Indigestion."

This advertisement will appear in all the papers.

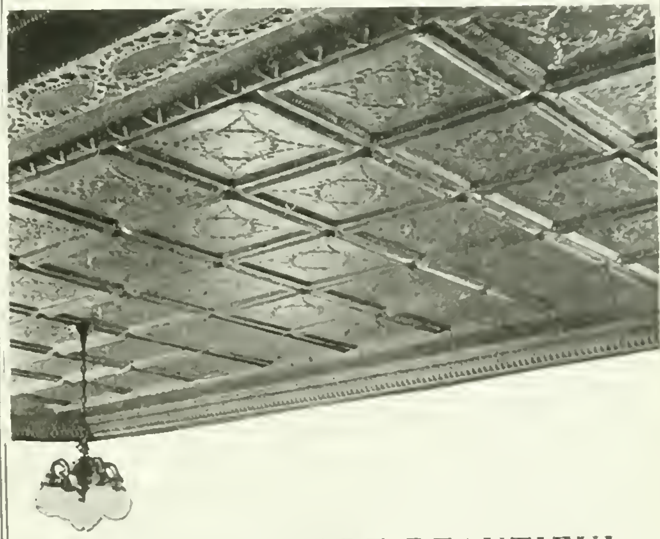
We have no salesman on the road to take up your time.

Druggists will please order from their jobbers or direct at the following prices:

PAP-SAG (Dyspepsia Tablets)

1 Doz	4.50
3 "	4.25
6 "	4.25
12 "	3.75

The Pap Sag Co.
Montreal



THE DRUG STORE BEAUTIFUL

In no place more than a Drug Store is an air of taste and refinement more NECESSARY, more TRADE-DRAWING or easier to obtain.

A "Galt" Embossed Steel Ceiling is not only ARTISTICALLY but PRACTICALLY the best interior finish for your store. Fire-proof, sanitary, unaffected by dampness or vibration. Cannot crack, discolor or fall down and is easily installed without interruption to business.

A post card brings full particulars. Ask for catalog A-3.

THE GALT ART METAL CO., Limited
GALT, : : : ONT.

duces Fehling's solution when heated. Its aqueous solution is not precipitated by lead acetate; and with Borntraeger's reagent it yields no red color, but with ammonia water the color may be straw-yellow or even colorless. On treatment with alkalies, peristaltin decomposes, and with concentrated sulphuric acid it dissolves with a brown color. When boiled with diluted sulphuric acid a brown substance precipitates, and in the filtrate a sugar may be detected. Distilled with zinc dust, neither anthracene nor an anthracene derivative is obtained. It is given as a cathartic, and operates only several hours after ingestion.—Merck's Report.

PATENT MEDICINES IN SWEDEN.

U. S. Consul-General Edward D. Winslow, writes from Stockholm that the sale of proprietary medicines is to be prohibited in Sweden if certain proposed legislation is enacted into a law. He says:

There has been a strong movement of late years to prevent, by law, the import and sale in Sweden of so-called "patent medicines." The salient features of the proposed legislation may be said, first, to clearly define what is to be construed or admitted as medicine, and the Swedish apothecaries are to be instructed more closely in regard to their duties; second, to put a stop to all "secret medicines." All medicines placed on sale or on the privileged list must have their contents stated on the label, and the prices at which they are sold must not be higher than the prices for the raw materials, which are fixed by the Government.

MAJOR'S CEMENT.

For many years A. Major has been making a cement which is recognized as reliable, uniform in its action, and satisfactory in every respect. This cement has been advertised extensively throughout Canada and the United States in various ways. As a consequence its name is known all over this country. The druggist who wishes to sell a cement which will give satisfaction, need not hesitate to supply this standard article. Its purchasers will be satisfied with the results, and will come again for more, and will make known their satisfaction among their friends, thus increasing the sale of the cement and helping the patronage of the store. It is therefore much better to sell this cement, which is entirely reliable, and will bring back pleased patrons, rather than something similar but of untried or lesser merit. Write the Major Manufacturing Company, 461 Pearl Street, New York, for attractive advertising matter for free distribution.

JACOB BAUR HAPPY.

In the completion of his great million dollar plant and the installation of the manufacturing departments in their new quarters, Jacob Baur, President and founder of the Liquid Carbonic Company, rounds out another epoch in his remarkable career.

JACOB BAUR

Founder and President The Liquid Carbonic Company.

It was only about 20 years ago that Mr. Baur was a retail druggist in Terre Haute, Ind. He was a successful druggist, as was his father before him, so that when he conceived the idea of manufacturing and liquifying gas and selling to soda fountain proprietors to take the place of the dangerous and unsatisfactory method of making their own gas by the generating system, he did so as a trained chemist and experienced merchant.

How Liquid Gas Was Started.

The business was started in a small way in Chicago, and the early struggles through which it had to pass before it reached a point where it was even reasonably successful, would make a story of more than usual dramatic interest. Suffice it to say that in spite of the fact that it was radically new and that the task of persuading the prospective beneficiaries of his system was greater by far than the problem of perfecting and manufacturing his gas, Mr. Baur's project did succeed, and the growth of it has been the measure of its usefulness to the soda water trade.

First to Build Carbonators.

The adoption of Liquid Carbonic Gas made it necessary that some better means be found for carbonating water, and Mr. Baur invented and perfected the first automatic carbonator ever produced. His carbonators, of course, were crude compared with the highly perfected machines that his company produces to-day, but, that, together with the gas, marked a notewor-

WRIGLEY'S
SPEARMINT
PEPSIN GUM
THE FLAVOR LASTS
TRADE MARK REGISTERED U.S. PATENT OFFICE.
THE FLAVOR LASTS
Wm Wrigley Jr. & Co. CHICAGO
The gum that is good all through
SOLD BY ALL JOBBERS IN THE UNITED STATES & CANADA

thy step in the development of the soda water industry.

First "Pure Food" Syrups.

With gas and carbonators properly perfected, the next step was to supply the dispensers of the country with fruits and syrups of real merit in place of the questionable products that were on the market in those days, and the next step was undertaken and successfully completed by Mr. Baur and his co-workers.

Started Building Soda Fountains.

Lastly in the series of complete soda water equipment came the soda fountain itself, and although it was only about twelve years ago that the Liquid Company began the construction of soda fountains, Mr. Baur now claims that his company is producing and selling annually twice as many soda fountains as any other firm in the business.

A Magnificent Plant.

The new Chicago plant occupies more than two city blocks of land, the main building itself being 1,000 feet long. Its construction and equipment costs about $1,250,000, and Mr. Baur believes the money well expended, because it will enable his company to serve the soda water industries of the country more expediously than was possible in the old plant. Every time-saving and labor-saving device known to modern manufacturing equipment is installed in the new plant. Departments are arranged so that raw materials enter at one end of the plant and the finished fountains, carbonators or fruits and syrups emerg at the other. It is described as not only the largest plant of its kind in the world, but as one of the most complete and perfectly appointed manufacturing establishments of any kind.

AT THE DARK-TOWN CULTURE CLUB.

Chairman (concluding an address of intronuction)- An' now, ladies and gentlemen, I hab de honor of presentin' to dis audience de speaker of de ebening - Professor Johnsing, of de Westville Seminary- Who will proceed to define de indefinable, depict de indepictable and unscrew the unscrewtable !—Life.

TALK ABOUT HAIR-RAISERS!

Anyone who likes excitement will be more than ordinarily interested in the news that the Ridgeway Company, the well-known publishers of Everybody's Magazine, have issued a new publication, which will be entirely devoted to "the most interesting and thrilling adventure stories to be found anywhere."

It's called "Adventure," and the first number has just made its appearance. If the contents of this issue can be considered a fair sample of what is to follow, it is safe to assume that the publishers have found what they are looking for - and then some.

Adventure is a big, well made magazine. It has 192 pages of better paper than is usually found in a purely fiction publication. Three serials and nine or ten exciting stories, with appropriate drawings, go to make up what most people will consider a very good 15 cents' worth indeed.

BROODING OVER MISTAKES.

There are many people who sit down and brood over mistakes of the past. They do not realize that in doing so they are making the biggest mistake of all. Besides losing valuable time that could be devoted to something profitable, they are unfitting themselves for the duties which lie before them. Brooding over past mistakes never helped anyone. It is possible that we have, through a mistake, lost a good opportunity, or jeapardized our chances of success in life, but brooding over it won't bring back the lost opportunity, or facilitate our future sucsuccess. But it will tend to make us less capable and more timid in the future, and whatever affects confidence in our own strength and creates doubt of our own ability, will be a serious obstacle to success.- Spare Moments.

TALK YOUR BUSINESS UP.

The employer who is dissatisfied communicates his dissatisfaction to his employees, with the result that there is all around discontenment and unrest, no one takes an interest in the business, and it goes gradually to ruin. You must talk business up if you would succeed ; talking down sets the mind toward the negative and destroys instead of creating. No man can live upward when he is talking downward, for he must follow the talk. To keep a man up who is at outs with himself, with his neighbors and with his surroundings is an impossible task. It is like trying to save a drowning man who is determined to drown.

Neilson's Toronto
The Chocolates that are Different
CHERRIES IN MARASCHINO CHOCOLATE DIPPED

Neilson's

The Chocolates that are Different

"Chocolates Made Fresh Every Hour" is a myth. Chocolates would not be fit to eat an hour—a day—or even a week—after being made.

The cream centers would be hard, and the fruit flavors, cream and chocolate would not be sufficiently blended.

To have chocolates that are really delicious, they must be matured just as the Christmas fruit cake is made weeks before it comes on the table.

Imagine eating fruit cake an hour after it comes from the oven!

Neilson's Chocolates are matured for at least a month. This maturing brings the fruit centers back to their original soft creaminess.

33 different packages of these different Chocolates—each one a surprise in chocolate making.

If you can't get Neilson's Chocolates conveniently in your neighborhood, send us 80c. for a pound box of the most delicious assorted Chocolates you ever tasted. 5

WM. NEILSON LIMITED, • • TORONTO.

Here Mr. Druggist

is one of the new Neilson advertisements that are appearing in the leading newspapers.

It's a dainty ad. about dainty chocolates.

It tells the people some of the facts about these "Chocolates that are Different" — how they are made—and how good they are.

It's a new kind of advertising about a new kind of chocolates.

From the reports we have already received, this advertising is selling Neilson's chocolates for a lot of druggists.

Why don't you come in on this big advertising campaign and build up a chocolate trade that will be a money-maker every day in the year?

Write to-day for full particulars.

Dr. Pierce gives the Druggists of Canada a Square Deal

No other **large selling** Popular Family Medicines are sold on the Serial Number Direct Contract Plan in Canada.

Some years ago Dr. Pierce desired to meet the requests of the Retail Trade of Canada by inaugurating this plan for their protection, and same was done at large expense.

Is it asking too much of the Druggists in return to give Dr. Pierce A SQUARE DEAL and push his goods?

LATE INVENTIONS.

To make the sounds from phonographs nearer true to the original, and without the metallic note, is the idea of a New Yorker in patenting a cabinet for such instruments in which the amplifying horn is pointed to the floor.

A Johns Hopkins university professor has perfected a camera with a perjecting bulls-eye lens that photographs everything in sight within an angle of 180 degrees in all directions.

A new operatorless electric elevator can be brought to any floor of a building by pressing a button on that floor, locking the buttons on all floors while in motion, and stopping instantly if a door on the shaft is opened, thus avoiding accidents.

A patent has been granted an Indiana man on a meter to count the words written on a typewriter, pressure on the space-bar closing a circuit and causing it to register.

A French scientist has perfected an apparatus for taking instantaneous photographs under water with the aid of a magnesium flashlight.

SODA FOUNTAIN CHOCOLATE SYRUPS.

(Continued from last issue)

Hot Chocolate Syrup No. 3.

Cocoa, 1 pound ; cornstarch, 2 ounces ; water, 8 pints ; sugar, 6 pounds ; vanilla, 1 ounce. Mix the cocoa and starch by saturation with part of the water. Add the remainder of the water in a boiling condition, heat to a boil and cook until the starch is thoroughly cooked, stirring constantly ; then add the sugar, stir until dissolved and add the vanilla extract.

Hot Chocolate Syrup No. 4.

Some dispensers still use cake chocolate because of the large amount of butter which it contains, believing that it adds to the quality of the drink. A good syrup can be prepared as follows : Use ½ pound of cake chocolate, ½ pound of powdered cocoa, 5 pounds granulated sugar, 7 pints of water and 1 ounce of vanilla extract. Place the cocoa and one-half of the water in your water bath kettle, same as directed for preparing Syrup No. 1, and place over a slow fire. Then place your cake chocolate, which must be of a superior quality, in a dish of boiling water to dissolve, adding a little of the water. Have the balance of the water boiling hot, and when the chocolate is dissolved, slowly add the boiling water. Then pour into the kettle containing the cocoa and continue cooking for half an hour. Add the sugar and stir until dissolved : cook a few minutes more and set aside to cool. When cold add the vanilla and strain as directed in No. 1.

LONG SERVICE PRESENTATION

As a token of the firm's appreciation of his services, a handsome solid silver rose bowl has been presented by Messrs. Burroughs Wellcome & Co. to Mr. J. Dowdeswell, Chief of the Medical Equipments Department, in order to mark the completion of twenty-one years' association with the firm. In the presence of the departmental chiefs, Mr. G. E. Pearson, General Manager of the firm, made the presentation of the bowl, which bears the following inscription :

"Presented to Johnathan Dowdeswell by Burroughs, Wellcome & Co., in recognition of 21 years' service with the firm, London, Oct. 21st, 1910."

BRUSSELS' EXHIBITION.

The Grand Prix, Gold Medal and Diploma of honor for "Pulverettes (powder pills and powder tablets) and Bipalatinoids," was awarded to Oppenheimer, Son & Co., Ltd., London, E. C., at the Grand Exposition of de L'Oeuvre Berge, 1910.

BE EXACT.

The great majority of errors are made through carelessness. Learn to care ; be exact ; strive to have it absolutely right.—making a mistake in business is like falling down in a footrace—it is a set-back. Great care should be taken not to take up the time of a customer who is in a hurry, and under no circumstances allow an argument to crop up about qualities or style, or, in fact, about anything else.

HONORS EVEN.

Ferris waited patiently until Thompson had finished his fish story ; then he said :

"I want to tell you something that happened to me up in that wild district where you say you landed a string of a thousand in half a day. You know Beverly and I went up there two summers ago in a motor car."

"Yes ; I remember."

"Well, sir, we lost our way, and for five days and nights we couldn't sight a farm house or a human being."

"Have any food with you ?" asked Thompson.

"Not even a sandwich."

"What did you live on ?"

"Soup—soup, morning, evening and night.'

"Soup ? But what did you have to make soup of ?"

"Why," said Ferris, without even the suspicion of a smile, "the first day we got lost the motor car struck a stone and turned turtle." M.A.P.

Northwest Territories Pharmaceutical Association.

Proposed Pharmacy Act for the Provinces of Alberta and Saskatchewan.

The following is a copy of the proposed Pharmacy Act for the Provinces of Alberta and Saskatchewan, which it is intended to have passed if possible at the next sessions of the Legislatures of those Provinces.

The President of the N. W. T. Association requests that any suggested changes should be sent at once, either to himself, Mr. Robt. Martin, Regina, if for the Province of Saskatchewan, or to Mr. G. H. Graydon, Edmonton, if relating to the Province of Alberta.

HIS MAJESTY, by and with the advice of the Legislative Assembly of the Province of Saskatchewan, enacts as follows :–

1. The Act may be cited as "The Saskatchewan Pharmaceutical Association Act."

2. All persons now registered as members of the Pharmaceutical Association of the North-West Territories who comply with the by-laws of The Pharmaceutical Association of Saskatchewan, and all persons hereafter registered under the provisions of this Act shall constitute the Association called "The Saskatchewan Pharmaceutical Association," and the said association shall be deemed a body politic and corporate, with power to sue and be sued, and with power to hold real estate not exceeding in annual value Twenty Thousand Dollars, and with power to alienate, transfer and deal with such real estate, exchange, mortgage, lease, or otherwise charge or dispose of both real and personal property or any part thereof ; and with power to erect buildings for the purpose of accommodating lecturers on Chemistry or Pharmacy, and for a library, pharmaceutical museum or specimen room for the use of members of the association.

3. There shall be general meetings of the said association held from time to time as hereinafter mentioned, and there shall also be a council to direct and manage the affairs of the said corporation ; and the said general meetings and the council shall have the entire direction and management of the said corporation in the matter and subject to the regulations hereinafter mentioned ; and at all general meetings and meetings of the council the majority of the members present and having a right to vote thereat respectively shall decide upon the matters propounded to such meetings the person presiding in case of equality of votes to have the casting vote.

4. The Council of the Association shall be composed of not more than seven members, to be elected in accordance with the provisions hereinafter contained.

5 The First Council shall be appointed by the Lieutenant-Governor in Council, and shall hold office for one year, and shall continue in office until their successors are elected or appointed.

6. The second and all subsequent Councils shall be elected or appointed, as the case may be, by the members of the Association in the manner herein provided, and shall be elected or appointed, as the case may be, for the period of two years, but any member may resign his appointment at any time by letter addressed to the president or to the registrar of the Council ; and upon death, resignation or removal of any member of the Council, it shall be lawful for the Council to elect and appoint some other person being a member of the Association to supply the vacancy so made ; and the person so appointed shall be taken in all respects as regards his duration of office to represent the person in whose stead he has been appointed.

7. The Association may hold general meetings once in the year, and also such special meetings as the Council may from time to time think proper ; the annual general meeting shall be held on the second Tuesday in the month of July in each year, or such other day near thereto as shall be determined by the Council ; and further upon the recommendation in writing of six members of the association entitled to vote requesting the Council to convene a special general meeting for the purpose specified in the requisition ; such meetings shall be convened by the president within such reasonable time as the Council shall see fit– they first giving such notice thereof as may be required by the by-laws of the corporation and the purpose for which the same is convened.

8. The persons qualified to vote at elections of members of the Council shall be such persons as are at that time members of the Association, and the time, place and manner of such elections shall be laid down by the by-laws of the corporation subject to the provisions of this Act.

9. No person shall be eligible to be elected a member of the Council unless he is registered in accordance with the provisions of this Act, and unless he resides within the Province of Saskatchewan, and carries on the business of a Pharmaceutical Chemist within the Province of Saskatchewan.

10. The charge and conduct of elections shall be under the management of the registrar-treasurer of the Council.

11. Every person entitled to vote may vote for seven persons.

12. Such votes shall be given by closed ballots to be issued by the registrar-treasurer at least twenty days prior to the day of the election, and shall be in Form "A" in Schedule 1 hereto or to the like effect, and signed by the voter and delivered to the registrar-treasurer on any of the twenty days preceding the election. Any ballots mailed to the said registrar-treasurer by post in time to reach him before the date of election, shall be deemed delivered to him.

13. The seven persons who have the highest number of votes shall be the members of the Council for the two years following the date of such election, and until their successors are elected or appointed.

14. Any person entitled to vote at any election, shall be entitled to be present at the opening of the ballots at such election.

15. In case of an equality of votes between two or more persons, which leaves the election of one or more of the members of the Council undecided, the registrar shall, in the presence of the scrutineers, forthwith put into a box a number

THE "IDEAL" BRUSHES
TRADE MARK NO 54282 Reg U.S. Pat. Off

These are **Genuine Siberian Bristle Air Cushioned Brushes,** the only ones on the market. *Do not confound it with the wire brush.* Order through your wholesale drug or dry goods jobber.

The "Ideal" Hair Brush
Single or Double Bristles

HENRY L. HUGHES, - 78 Monroe Street, - American Express Building - Chicago, Ill.

The Imperial News Company, Ltd.
Toronto **Winnipeg** **Montreal**

The Pioneer News Agency for all British publications.
Orders filled with prompt despatch and accuracy, and at the lowest landed rates.
Sole agents for all **Harmsworth Publications,** London.
Read the New Children's and Woman's Encyclopaedias.
Specimen copies mailed gratis.
Apply to **The Manager,**
91 Church Street, - - **Toronto, Canada**

Maple Buds
Cream Bars
Nut Milk Chocolate
Milk Chocolate Sticks
Chocolate Coffee Drops
Milk Chocolate Medallions

These are some of the lines that have made

Cowan's

Chocolate Confections so popular both with the public and with dealers.

If you are not selling them try a sample order.

The Cowan Co., Limited
TORONTO, CANADA

Be Able to Fill Orders for

PINEX

The Big Selling Cough Remedy

This is one of the heavy sellers in the U. S. Now manufactured in Canada.

This remedy was designed by a Pharmaceutical Chemist to take the place of a thousand and one home-made cough remedies, upon which the druggist makes little or no profit.

These people are being educated to buy Pinex (50c) getting a better remedy, and paying the druggist a good profit.

Pinex has brought to the druggist a big volume of new business from people who would not buy an ordinary cough remedy.

It is a clean, meritorious pine-tar preparation. A quick repeater.

You can stock it safely. **The sale is guaranteed. Unsold bottles returnable at any time.**

Order a few bottles from any jobber. $4.25 per dozen. Retails at 50c

The Pinex Co., - Toronto, Can.

THE GREAT ENGLISH REMEDY

ALWAYS CURE **BLAIR'S GOUT PILLS** NEVER FAIL

For GOUT, RHEUMATISM, SCIATICA, LUMBAGO, and NEURALGIA

The Excruciating Pain is quickly relieved, and cured in a few days by these celebrated Pills. Sure, safe and effectual. Sold by all Chemists and Stores at 40c. and $1 00.

Canadian Agents: LYMANS Limited, Montreal

The Name

Queen City

on a piece of Rubber Goods—or on the package—means something. It is

Our Guarantee

that the article is well made, of the best material, has been thoroughly tested and will give perfect satisfaction if properly used.

DIXON-WILSON, Limited.
66 Spadina Avenue - . TORONTO, ONT

PROFITABLE SIDE LINES

SEND FOR OUR 800 PAGE CATALOGUE

The OSKAMP=NOLTING Co.
411-413-415 Elm St.
CINCINNATI, OHIO

THE "OLD RELIABLE"
PLANTEN'S
C&C
OR
BLACK
CAPSULES
POPULAR SINCE 1836

The formula of our late Mr. H. Planten.

H. PLANTEN & SON
93 HENRY ST. Established 1836 BROOKLYN, N.Y.
"The Pioneer American Capsule House."

Peroxygen Ointment

Peroxygen Dusting Powder

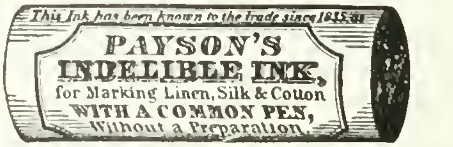
Hepatic Saline

Uterotone

The above preparations are being largely prescribed by the medical profession.

Manufactured by

THE MOYES CHEMICAL CO.
84-96 Jarvis St.,
TORONTO - - CANADA


This Ink has been known to the trade since 1835

INDELIBLE INK,
for Marking Linen, Silk & Cotton
WITH A COMMON PEN,
Without a Preparation.

THE OLDEST - THE BEST

Received Medal and Diploma at Province of Quebec Exposition Montreal, 1897.
Trade supplied by all leading Drug Houses in the Dominion

ESTABLISHED 1891

Common Sense
Vermine Exterminators

—TWO KINDS—
NO SMELL

RATS and MICE

Roaches and Bed-Bugs

IT DRIES THEM UP

Most infallible remedy known Retains its strength for years.
Sold in every Country in the World.
Sold by all Jobbers:
TORONTO, ONT. BUFFALO, N.Y. LONDON, ENG.

of papers with the names of the candidates having such equality of votes written thereon one for each candidate, and the registrar in the presence of the scrutineers shall draw by chance from such ballot box one or more of such ballot papers sufficient to make up the required number, and the persons whose names are upon such papers so drawn shall be such members.

16. If the Association at any time desire to divide the Province into electoral divisions for the purpose of election of members of the Council under this Act, the Association may, by by-law, make such division and make provision for the holding of elections in accordance therewith varying if necessary the provisions regarding elections above set forth.

17. The Council of the Association for the time being shall, at their first meeting after their election or appointment elect from among their members a President, Vice-President and shall also elect a Registrar-Treasurer, and such Registrar-Treasurer need not be a member of the Council, nor a member of the Association.

18. The Council of the Association shall have the sole control and management of the real and personal property of such Association subject to the by-laws thereof ;

Provided always that no sale or mortgage of any such property shall be made, except with the approbation and concurrence of a general meeting of the members of the said corporation specially called for such purpose.

19. That Council shall have power to fix such fees and make such by-laws, rules and regulations not inconsistent with the provisions of this Act, as they shall deem necessary for carrying out the objects of the Association, and by such by-laws may particularly, and in addition to any other powers they may have, fix the examination, registration or annual fees to be paid by apprentices or members of the Association, and may provide that the annual fees of non-resident or non-practicing members shall be on a different basis to those of active members, and may provide that the annual fee of any member which remains unpaid for a period to be specified in such by-laws, shall, on the expiration of such period, be increased to an amount specified in such by-law, and may provide for the depositing and disbursement of the funds of the Association, and may provide that all active members shall be supplied with, and shall keep exposed in their places of business, certificates showing that their annual fees for the year then current are paid, and may provide for the striking off the register or suspension from practice or business as a member of the Association of any member for non-payment of fees due to the Association, and for the reinstatement of such member upon such terms as the Council think fit, and may, from time to time, amend, revoke or substitute other by-laws in their stead ; and such fees, by-laws, rules and regulations may also be amended, altered or repealed in whole or in part at any annual general meeting of the Association, provided previous notice be given of the intention to do so, such notice to be given in accordance with the by-laws in force for the time being.

20. It shall be the duty of the Registrar to make and keep a correct register in accordance with the provisions hereof of all persons who are registered under provisions hereof, and to enter their qualifications opposite the names of all registered persons who shall have filed a statement of such, and from time to time make the necessary alterations in the address of persons so registered.

21. Every person before he is taken as an apprentice by a pharmaceutical chemist, shall produce satisfactory evidence of good moral character, and pass a preliminary examination, or otherwise satisfy the Council of his proficiency, after which he shall be registered as a "certified apprentice."

Provided, however, that it shall not be necessary for any person who has been engaged as apprentice to any member of The Pharmaceutical Association of the North-West Territories prior to this Act becoming law, to furnish evidence of educational proficiency ; but upon the Registrar-Treasurer being satisfied by Statutory Declaration of the employer that such apprentice is entitled to be registered, he shall register such apprentice as a "certified apprentice," and any time served by such apprentice prior to such registration, shall be counted as a part of his actual service.

22. All persons approved of by the Council of the Association who hold diplomas from the Pharmaceutical Association of Great Britain or certificates from any Pharmaceutical College in the Dominion of Canada or elsewhere, may be registered as members of The Saskatchewan Pharmaceutical Association without the examination provided by this Act, provided such Association or College accepts without further examination certificates of the Saskatchewan Pharmaceutical Association.

23. All persons having passed the examination as hereinafter set forth to the satisfaction of the Council, shall be registered as members of the Association.

24. All persons who are members of the Pharmaceutical Association of the North-West Territories, and who comply with the by-laws of the Saskatchewan Pharmaceutical Association, shall be registered as members of the Association.

25. No name shall be entered in the register except of persons authorized by this Act to be registered, nor unless the Registrar-Treasurer is satisfied by proper evidence that the person claiming is entitled to be registered ; and any appeal from the decision of the Registrar-Treasurer may be decided by the Council, and any entry proved to the satisfaction of the Council to have been fraudulently or incorrectly made, may be erased from and amended in the register by order of the Council.

26. Upon any person being registered as aforesaid, he shall be entitled to receive a certificate in Form B in Schedule I hereto, or to the like effect, under the corporate seal of the Association and signed by the president and registrar-treasurer, and shall be entitled to receive a similar certificate annually upon the payment of a fee to be determined by the Council.

27. Every candidate for examination shall produce evidence that he has served at least four years in a drug store, and shall pass an examination which shall embrace chemistry, pharmacy, botany, materia medica, reading and translating prescriptions and practical dispen-

sing, and after passing this examination and producing the required certificates, shall be registered a pharmaceutical chemist.

28. The examination referred to shall take place and be regulated by such rules, regulations or by-laws as may be in force at the time such examination is held, and all candidates for the same shall pay such fees as may be imposed by any such rules, regulations or by-laws.

29. The Council of the Association shall have the authority, notwithstanding anything contained in this Act, to prescribe the subjects upon which candidates for competency shall be examined, and to establish a scale of fees to be paid by persons appling for examination.

30. Any person registered under this Act, and no other person, shall be entitled to be called a pharmaceutical chemist, and no other person except a pharmaceutical chemist as aforesaid, or his employee or employees, shall be authorized to compound prescriptions of legally authorized medical practitioners; but no person shall be entitled to any of the privileges of a pharmaceutical chemist, or member of the Association, who is in default in regard to any fees payable by him by virtue of this Act, or by any by-law of the Association.

31. Upon a resolution of the Council being passed declaring that any person in consequence of his conviction for any offence or offences against this Act, is, in the opinion of the Council, unfit to be in the Register under this Act. The Lieutenant-Governor may direct that the name of such person shall be erased from the register, and it shall be the duty of the Registrar-Treasurer to erase the same accordingly.

32. No person shall sell or keep open shop for retailing, dispensing or compounding poisons, drugs or medicines, except patent or proprietary medicines, as provided for in section 40 of this Act, together with turpentine, epsom salts, senna, alum, borax, castor oil, sulphur, glauber's salts, cream of tartar, carbonate of soda, bi carbonate of soda, glycerine, carbonate of magnesia, citrate of magnesia, rochelle salts, blue stone, copperas, saltpetre, spirits of nitre, rhubarb root, solution of ammonia, phosphate of soda, gum camphor, quinine, and chloride of lime, or sell or attempt to sell any of the articles mentioned in Schedule "A" to this Act, or assume or use the title of Chemist and Druggist, or Chemist or Druggist, or Pharmacist, or Apothecary, or Dispensing Chemist, or Dispensing Druggist, or any sign, title or advertisement, implying or calculated to lead people to infer that he is registered under this Act in any part of the Province of Saskatchewan, unless such person is registered under this Act, and unless such person has taken out a certificate under the provisions of section of this Act, for the time during which he is selling or keeping open shop for retailing, dispensing or compounding poisons, or assuming or using such title. And no company incorporated under any of the Acts in force regulating Joint Stock Companies, shall sell or keep open shop for retailing, dispensing or compounding poisons, drugs or medicines, as aforesaid, or sell, or attempt to sell any of the articles mentioned in Schedule "A" to this Act, unless a majority of the Directors thereof are duly registered as Pharmaceutical Chemists or Chemists and Druggists under this Act, and unless one of such directors shall personally manage and conduct such shop, and shall have his name and certificate posted up in a conspicuous position in the shop, and no person not so registered as pharmaceutical chemist or chemist or druggist shall in any way interfere with or take part in the management and conduct of such shop, and anything which would be an offence under this Act, if committed by an individual, shall be an offence by each of such registered directors, and by such company, and the prosecution of either of them shall not be a bar to the prosecution of the other.

(2) No person shall sell by retail, furnish or dispose of alkaloid, cocaine or its salts of alpha or beta cocaine, or their salts, or any admixture of cocaine or eucaine except upon the written prescription of a legally qualified medical practitioner, which shall be retained by the person who sells, furnishes or disposes of the same.

(3) The prescription shall not be filled more than once, and no copy thereof shall be taken by or given to any person.

(4) Alkaloid cocaine or its salts, and alpha and beta eucaine or their salts, shall not be sold or disposed of by wholesale, except upon the written order of a pharmaceutical chemist, a legally qualified medical practitioner, a licensed veterinary surgeon or a licentiate of dental surgery, and unless the person so selling or disposing by wholesale affixes, or causes to be affixed to the bottle, box, vessel or package containing the articles sold, and also upon the outer wrapper of the package as put up by the manufacturer, a label distinctly displaying the name and quantity of cocaine or its salts, or alpha, or beta eucaine or its salts, sold or disposed of, and the word "poison," with the name, address and place of business of such person, all printed in red ink.

(5) The person who sells or disposes by wholesale shall, before delivering any of such articles, make, or cause to be made, in a book kept for that purpose, an entry of the sale or disposal thereof, stating the date or sale of disposal, the quantity, name and terms in which the sale or disposition was made, the name in full and the address of the person to whom the sale or disposal was made, and the name of the person by whom the entry was made, and the book shall always be open to inspection by the proper authorities, and shall be preserved for at least five years after the date of the last entry made therein.

33. The several articles named or described in Schedule "A" shall be deemed to be poisons within the meaning of this Act, and the Council of The Saskatchewan Pharmaceutical Association herein before mentioned may, from time to time, by resolution, declare that any article in the resolutions named ought to be deemed a poison within the meaning of this Act, and thereupon the said Council shall submit the same for the approval of the Lieutenant-Governor in Council, and if approval is given, then such resolution and approval shall be advertised in The Saskatchewan Gazette, and on the expiration of one month from the advertisement, the article named in the resolution shall be deemed to be a poison within the meaning of this Act, and the same shall be subject to the provisions of this Act herein contained.

Glaxo

AN IDEAL INFANT FOOD

ADVANTAGES:

1. Easily prepared with hot water.
2. High percentage of fats.
3. No starch.

Glaxo is a food which is recommended by the Medical Profession and is price-protected to the druggist.

G. W. Davey & Co.
WINNIPEG TORONTO MONTREAL

Sorted Chocolate Stocks

Druggists can buy Nasmith Chocolates for bigger profits and swifter selling by buying a Nasmith asssorted druggists' stock.

Two months' selling in each stock. Buy the size stock for your size sales. Sell a choice variety of boxed goods, carefully selected for you.

This gives you chocolates in the best possible condition. You here fit in re-sales. You benefit in turn-over of capital. You have your sorting done for you.

Ask for order lists.

The Nasmith Co., Limited
66 Jarvis St., - TORONTO

Pepto-Mangan (Gude)

(Reg. U.S. Pat. Off.)

is *the one and only* absolutely uniform and unalterable solution of iron and manganese in the form of true organic peptonates. It is also *the one and only* preparation lawfully entitled to be known as "Pepto-Mangan," a valid trademark, which is our exclusive property. We respectfully request the trade to take due notice of these facts.

M. J. Breitenbach Co., New York, U. S. A.

GOLD MEDAL, ST. LOUIS, 1904
Grand Prize, International Exhibition, London, 1909

THOMAS TYRER & COMPANY, Limited

STRATFORD, LONDON, ENGLAND

EXCELLENCE "Sterling" BRAND RELIABILITY

SECOND TO NONE

PHARMACEUTICAL **Chemicals** INDUSTRIAL

MERCURIALS HYPOPHOSPHITES
SCALE PREPARATIONS BISMUTH SALTS ETHERS
PHOSPHORIC ACID
ESSENCES SICCATIVES ACIDS COLLODIONS

SAL HEPATICA

REVISED PRICES FOR CANADA

Small	size, per doz.,	$2.85
Medium	" "	6.80
Large	" "	14.50

$20.00 lots less 5 p.c. trade discount
50.00 lots less 10 p.c. trade discount
Terms, 5 p.c. 30 days

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LYMANS, LIMITED, Montreal
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GASTROGEN TABLETS

A Naturalizing Digestive

$4.00 per doz.

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STANDARD BOOKS AT A REDUCTION

THE following books are offered while the stock lasts at reduced prices as given below. Cash must accompany the order. A few of the books are slightly discolored. Books will be sent post paid.

	Price	Special Price for Immediate Sale
Coblentz Hand Book of Pharmacy	$3.00	$2.00
Caspari's Treatise on Pharmacy	3.00	2.00
Culbreth's Materia Medica and Pharmacognosy	3.00	2.00
White and Humphrey's Pharmacopedia	3.50	2 50
Kraemer's Botany and Pharmacognosy	3.00	2.00
Stoney's Materia Medica for Nurses	1.75	1.00
Sadtler and Coblentz Pharmaceutical and Medical Chemistry	3.00	2.00
Bartley's Medical Chemistry	2.00	1.50
Rockwood's Chemical Analysis	1.50	1.00
Autenrieth and Warren's Detection of Poisons	1.50	1.00
Sawyer's Practical Medicine	1.25	.75
Wood's Tablet Manufacture		1 50
The Art of Dispensing	1.75	1 00
Proctor's Manual of Pharmaceutical Testing	1.00	.75
Diseases and Remedies	.50	.25
Minor Ailments	.50	.25
Martindale and Westcott's Extra Pharmacopoeia (13th edition)	3.00	2.00
Humphrey's Materia Medica		1.00
Bailey and Cady's Qualitative Analysis	1.50	1.00
Spectacles and Eyeglasses	1.00	.50
Hillier's Tuberculosis	1.50	.75
Scott's Compounding and Dispensing	2.00	1.50
John Humphrey's Materia Medica	1.25	.75
Elementary Dispensing Practice (Ince)		75
Refraction of the Eye (Morton)		.50
Vest Pocket Anatomist (Leonard)		.50

The Canadian Druggist
Toronto, Canada

HORLICK'S MALTED MILK

At All Fountains

Whether Cold or Hot, Horlick's Malted Milk is always a favorite beverage.

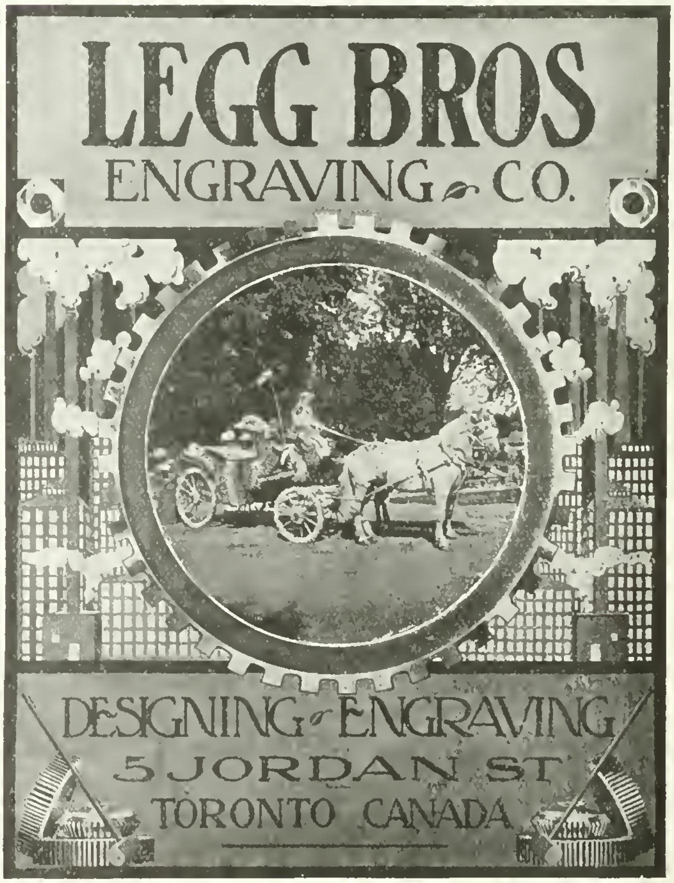
It is Delicious, Satisifying, Nourishing, and its value is appreciated by pleased customers.

No drink, whether hot or cold, is as good as it can be unless some Horlick's Malted Milk is in it.

Booklet, Direction Cards and Advertising matter sent to all fountains on request.

HORLICK'S MALTED MILK CO.
Racine, Wis.

GILMOUR BROS. & CO., Sole Agents, MONTREAL



LEGG BROS
ENGRAVING CO.
DESIGNING & ENGRAVING
5 JORDAN ST
TORONTO CANADA

34. No person selling any article or articles in violation of the provisions of this Act, shall recover any charges in respect thereof in any court of law or equity, nor shall any drug business be carried on by a pharmaceutical chemist unless he employ in it a duly registered pharmaceutical chemist.

35. Any person transgressing any of the Provisions of this Act, or selling any poison in violation thereof, shall, for the first offence, incur a penalty of Twenty Dollars and costs of prosecution, and for each offence committed subsequent to such conviction, a penalty of Fifty Dollars and costs of prosecution, to be recovered in a summary manner before one or more justices of the peace, or a police magistrate, under the provisions of the Criminal Code of Canada, on the oath of one or more credible witnesses, one moiety to belong to the prosecutor, and the other to be paid to the Registrar-Treasurer for the use of the Association.

36. No person shall sell any poison named in the first part of Schedule "A", either by wholesale or retail, unless the box, bottle, vessel, wrapper or cover in which the poison is contained, is distinctly labelled with the name of the article and the word "poison," and if sold by retail, then also with the name and address of the proprietor of the establishment in which such poison is sold; and no person shall sell any poison mentioned in the first part of Schedule "A" to any person unknown to the seller, unless introduced by some person known to the seller, and on every sale of such article the person actually selling the same shall, before delivery, make an entry in a book to be kept for that purpose, in the form set forth in Schedule "B" to this Act, stating the date of the sale, the name and address of the purchaser, the name and quantity of the article sold, the purpose for which it is stated by the purchaser to be required, and the name of the person, if any, who introduced him, to which entry the signature of the purchaser shall be affixed.

37. In any prosecution under this Act it shall be incumbent upon the defendant to prove that he is entitled to sell or keep open shop for compounding medicines, or retailing poisons, and to assume the title of chemist and druggist, or other title mentioned in Section 20 of this Act, and to give evidence sufficient prima facie to prove that no unregistered person who personally takes any part whatever in selling or dispensing drugs or medicines is interested with him in his sales as chemist and druggist, and the production of a certificate purporting to be under the hand of the Registrar, and under the seal of the College showing that any person named therein is entitled as aforesaid, shall be prima facie evidence that such person is so entitled.

38. Nothing in this Act contained shall extend to or interfere with the privileges conferred upon legally qualified medical practitioners by The Saskatchewan Medical Act. Provided that where such medical practitioner desires to carry on the business of a pharmaceutical chemist as defined by this Act, he shall not be required to pass the examination prescribed by the College of Pharmacy, but he shall register as a pharmaceutical chemist, and comply with all other requirements of this Act, and nothing in this Act contained shall prevent any person whatsoever from selling goods of any kind to any person legally authorized to carry on the business of an apothecary, chemist or druggist, or the profession of a doctor of medicine, physician or surgeon, or veterinary surgeon, or shall prevent the members of such profession supplying to their patients such medicine as they may require, or shall interfere with the business of wholesale dealers in supplying poisons or other articles in the ordinary course of wholesale dealing.

39. Upon the decease of any person legally authorized and actually carrying on the business of chemist and druggist at the time of his death, it shall be lawful for the executor, administrator or trustee of the estate of such person, to continue the business, if any, so long as such business is bona fide conducted by a pharmaceutical chemist registered under this Act, provided such executor, administrator or trustee continues to pay the annual registration fee as provided by the by-laws of the Association.

40. The Registrar, whenever required by the Lieutenant-Governor, shall transmit to the Provincial Secretary a return, certified under oath, setting forth all such information and particulars relating to the Pharmaceutical Association as may from time to time be required.

41. Nothing in this Act contained shall extend to or interfere with or affect the making or dealing in any patent or proprietary medicines, except as in this section provided.

(2) If there is reason to apprehend that any such medicine contains any poison mentioned in the Schedules to this Act in such a quantity as renders the use of the said medicines in the doses prescribed dangerous to health or life, the Provincial Board of Health may cause an analysis of such medicine to be made by an analyst or other competent person appointed by the Lieutenant-Governor in Council.

(3) If in such analysis it is reported by such analyst or other person that such patent or proprietary medicine does contain any of the said poisons in such quantity as renders its use in the doses prescribed dangerous to health or life, the said Board may give notice to the manufacturer or proprietor of such patent or proprietary medicine, or to his agent or representative in this Province of the result of such analysis, and in that case shall name a convenient time and place at which the manufacturer or proprietor may be heard before the said Board in opposition to the said report.

(4) If the Board is of the opinion that the said patent or proprietary medicine is in the doses prescribed dangerous as aforesaid, the Board shall afterwards report their opinions to the Lieutenant-Governor in Council, and the report shall be subject to appeal to the Lieutenant-Governor in Council;

(5) The Board shall submit to the Lieutenant-Governor in Council the report of the analysis, and the objections, if any, made to the same by the manufacturer or proprietor, together with the report of the Board thereon; and if the Lieutenant-Governor in Council approves of the report of the Board, notice thereof may be given in The Saskatchewan Gazette, and after such notice in The Saskatchewan Gazette the provisions of this Act with regard to poisons shall apply

to such patent or proprietary medicines whether sold by persons registered in pursuance of this Act, or by others.

SCHEDULE A.

Part 1.

Acid Hydrocyanic.
Acid Carbolic (exceeding a 5 per cent. solution.)
Aconite, and preparations and compounds thereof.
Antimony Tartarated.
Arsenic, and preparations and compounds thereof except Paris Green.)
Atropine.
Belladonna, and preparations and compounds thereof.
Chloral Hydrate.
Chloroform.
Cocaine.
Conium, and preparations thereof.
Croton Oil.
Digitalin.
Ergot, and preparations and compounds thereof.
Hyosciamus and preparations.
Indian Hemp.
Mercury Bichloride.
Morphia, and its salts and solutions.
Nux Vomica, and its preparations.
Oil of Bitter Almonds.
Oil of Pennyroyal.
Oil of Tansy.
Opium, and preparations and compounds thereof, excepting Paregoric.
Potassium Cyanide.
Strychnine, and its salts and solutions.

Part 2.

Acetanalid.
Acid Oxolic.
Antipyrin.
Calabar Beans.
Cantharides.
Cocculus Spirits.
Dibitalis, and preparations.
Euphorbium.
Elaterium.
Iodine and preparations.
Mercury, and preparations.
Oil of Cedar.
Phenacetin.
Potassium Bromide.
Potassium Iodide.
Podophyllin.
Phosphorus.
Savin, and preparations.
St. Ignatius Beans.
Santonin.
Sabadilla Seeds.
Scammony.
Sulfonal.
Trional.
Veratrine.
Verdigris.
Zinc Sulphate.

Peter Boa, Ph. C., in a paper read at the Pharmaceutical Society of Great Britain in Edinburgh, remarked that the products of orange and lemon are not used in pharmacy to the extent they deserve; and he proposed the following formulas for the preparations named:

SCHEDULE B

FORM OF ENTRY

Date	Name of Purchaser	Name and Quantity of Poison sold	Purpose for which it is required	Signature of Purchaser	Address of Purchaser	Name of Person introducing Purchas'r

Solvent for Uric Acid.

The following is said, by Fiessanger in the Journal de medicine de Paris, to be an excellent solvent for uric acid:

Sodium phosphate, exsiccated...	½ drachm
Sodium sulphate...............	½ drachm
Sodium bicarbonate...........	45 grains
Water, sufficient to make......	35 ounces

One wineglassful is to be taken in the morning, on an empty stomach; half a wineglassful at 11 o'clock in the morning, at 4 o'clock in the afternoon, and on retiring at night.

Mr. Retailer, You Are Losing Money

Every mail brings us letters enclosing cash for one or more bottles of **Dr. Marshall's Catarrh Snuff**, the writer stating that his druggist does not keep it in stock. **You ought to get this money and make the profit. You will if you order it in cartons and display it.**

Moreover, you will sell ten times what you do at present.

ORDER from your jobber NOW.

1 Doz. cartons, $2.10 ½ Doz. cartons, $1.05. 5 PER CENT OFF.

DR. MARSHALL'S
CATARRH SNUFF
25c
Instantly Relieves
25c
CATARRH, COLD IN HEAD, HEADACHE, RINGING IN EARS OR DEAFNESS CAUSED BY CATARRH
CONTAINS NO COCAINE or Other Injurious Drugs
C. H. KEITH, Manufacturer, Cleveland, Ohio
CATARRH SNUFF

C. H. KEITH, Manufacturer, Cleveland, Ohio
THOMAS REID, Canadian Agent, 9 St. Nicholas Street, MONTREAL.

WILLIAM MATHER, Limited

MANCHESTER

Manufacturers of Up-to-date Surgical and Pharmaceutical Plaisters of every variety

India-Rubber Combination Plaisters

Strengthening Capsicum and Belladonna, of guaranteed B.P. and B.P.C. Strengths.

Surgeons' Rubber Adhesive on Metal Spools Mustard Plaisters Corn Plaister, Arnicated Court Plaister, Perforated	Equal to any in the Trade.

Price List and Samples sent on application to

London Export Agents:

Mace & Haldane

94 Milton St., . London, E. C.

We Believe That

Kerr's Butter-Scotch

is the best repeat-selling package on the market.

Reason? Quality!

You must have Quality to make a repeat-seller.

PACKED AS FOLLOWS

5c Packages = 40 to Carton
10c Packages = 20 to Carton

And we guarantee it not to sugar. If it should sugar, we gladly exchange for fresh stock.

Order from Your Wholesaler TO-DAY.

KERR BROS.

486 Queen W., Toronto
New York U.S.A.

WE WISH OUR PATRONS AND FRIENDS

A Merry Christmas

And a

Happy New Year

THANKING ALL FOR FAVORS SHOWN US DURING THE YEAR

THE LYMAN BROS. CO., LIMITED

TORONTO

The Prescription Department

The goal of perfection is only attained by concentration of effort.

The high standard of merit in "Frosst's" pharmaceuticals is the result of years of concentrated effort.

Leading physicians specify "Frosst" because the name has gained confidence among the profession.

The druggist who desires to follow the physician's directions to the letter, should have his prescription department fully stocked.

Doubt on the part of the physician that his instructions have been carried out, means trouble for somebody.

When ordering through the wholesaler, specify *"FROSST"* and be safe.

Charles E. Frosst & Co. ***Montreal***

Trade Notes

ALBERTA.

J. E. McLeod has opened a drug business at Ferintosh, Alta.

J. T. Gerow is opening a new drug store at Wainwright, Alta.

H. E. Thompson has opened a new drug store at Edmonton, Alta.

J. R. Vinvent has purchased the Laval Pharmacy, at Edmonton, Alta.

Cardstone Pharmacy is the title of a new drug store opened at Cardston, Alberta.

Johnston & Jackson, druggists, at Lethbridge, Alta, have given up business.

Bruce Drug Co. have succeeded to the business of R. B. Aylesworth, Calgary, Alberta.

H. E. Thompson has moved his drug business from Austin, Man., to Edmonton, Alberta.

Jackson & Coupe have taken over the drug business of Johnson & Jackson, Lethbridge, Alta.

Wainwright Drug & Stationery Co., of Wainwright, Alta., have opened a branch store at Loose Lands, Alta.

BRITISH COLUMBIA.

J. R. Campbell has opened a drug store at Fort George, B.C.

TheWilliams Pharmacy, Vancouver, B. C., was destroyed by fire recently.

The Thomas Drug Co., Greenwood, is moving to New Westminster, B. C.

Laidlaw & Campbell have purchased the Cedar Cottage Pharmacy, Vancouver, B. C.

George E. Henderson, jr., has opened a new drug store at Wool River Falls, B. C.

T. G. Wilson has purchased the Mount Pleasant branch of L. G. Henderson, at Mount Pleasant, Vancouver, B.C.

MANITOBA.

O. A. Rubley has started a new drug store at Bradwarden, Man.

W. S. Walker has purchased the drug business of C. H. Touchbourne, Alexander, Man.

T. Sexsmith has taken over one of the branch drug stores of Colecleugh & Co., Winnipeg, Man.

NEW BRUNSWICK.

The Fairville Drug Co., Frederickton, N. B., has been incorporated ; capital $5,000.

The Fairville Drug Co., Limited., have taken over the business of L. H. Allen, Fairville, N.B.

ONTARIO.

W. H. Lister has opened a new drug store in London.

J. F. Hunter is opening a drug store at Orillia, Ont.

Robt. Willson has opened a new drug store at Port Arthur, Ont.

W. J. Kent, of Ottawa, has purchased a drug business at Peterboro, Ont.

J. W. Craig, of Ottawa, has opened a new drug store at North Gower, Ont.

F. T. McMaster has opened a branch drug store at 317 Roncesvalles ave., Toronto.

T. Mullett, druggist, corner Borden and College Streets, Toronto, died recently.

J. R. Gillespie, Orangeville, will, we believe, go into business in Fort William, Ont.

W. R. Hammond has purchased the drug business of Robt. Wightman, Owen Sound, Ont.

D. S. Johnston, of O. C. P., 1909-10, is opening a new drug store in Ottawa.

H. Claude Fairman has opened a branch store at corner of Manning ave., and Harbord Sts., Toronto.

J. P. Bond, of Ottawa, succeeds Silas Ridley as managing director of the Warner Drug Co., Ltd., Peterborough, Ont.

J. A. Brown, Tottenham, succeeds the late J. R. Bond as a director of Bond Bros., Limited, Druggist, Yonge St., Toronto.

The drug stock of the F. E. Karn Co., Ltd., Queen and Victoria Sts., Toronto, was badly damaged by fire Nov. 21st.

B. F. St. John, of Niagara-on-the-lake, has sold his business to Mr. W. Campbell, formerly managing director of the Williams Pharmacy, Queen St., Toronto.

A. H. Box, Pembrook, and H. A. Smart, Renfrew, have been appointed directors of the Peoples' Drug. Co., Ltd., at Renfrew, Ont. R. F. Fraser being Manager-director.

The Todd Drug & Chemical Co. has been incorporated. Head office, Toronto ; capital $10,000 ; provisional directors, J. E. Day, E. V. O'Sullivan and J. A. McNevin.

PRINCE EDWARD ISLAND.

B. R. McFayden has retired from the firm of McFayden & McClellan, druggists, at Summerside, P. E. I.

QUEBEC.

C. T. Delisle, druggist at Quebec City, Que., died recently.

Jules Kirtz, druggist, of Montreal, Que., died suddenly last week.

Dr. Leduc Drug Co., has registered as doing business at Montreal, Que.

La Pharmacie St. George, at Montreal, Que., has dissolved partnership, C. LaRocque continuing the business.

The Dr. A. C. Daniels Co., of Canada, has been incorporated with power to acquire and carry on the Canadian business of Dr. Daniels in the manufacture of remedies for animals. The directors are Messrs. T. K. Foster, Knowlton, Que.; Thomas Reid, Westmount, Que., and Arthur Lyman, Montreal. The capital is $10,000, and the place of business, Knowlton, Quebec.

SASKATCHEWAN.

T. W. Hutchison has opened a drug business a Webb, Sask.

H. H. Baker has opened a drug store at Kerr Robert, Sask.

C. D. Hewitt, druggist, of Antler, Sask., has given up business.

Dr. O. A. Rubly has opened a new drug store at Bradwell, Sask.

Hubert Arnson has opened a drug and stationery business at Kisbey, Sask.

W. N. M. McMillan has opened a drug and stationery business at Kerr Robert, Sask.

S. J. Johannson has taken over the drug business of Johannson & Bjoranson, Leslie, Sask.

Mr. McWilliams, of Weyburn, has purchased the drug business of the McTaggart Drug and Stationery Co., McTaggart, Sask.

E. E. McPherson, of Wadena, Sask., has purchased the drug business of Ross Bros., Elfros, Sask., and will carry it on as a branch store.

PERSONAL.

W. C. Riddell, of St. Catharines, has taken a position with Mr. Mayhood, Druggist, Kingston, Ontario.

Mr. and Mrs. P. Bawden, have been in attendance at the meeting of the Ticket Agents' Association at Quebec City, and stayed over in Toronto on their return.

Miss Kelly, clerk in the drug store of J. R Byers, Oakville, Ont., was fined $70 and costs for selling poison, she not being a qualified druggist. This fine was imposed for first and second offences.

The death occurred on October 28th, in Chicago of Professor C. F. Hallberg, a prominent figure in American Pharmacy, and one who has been regarded as one of the most conspicuous figures in the American Pharmaceutical Association.

Russell Brown, of the O. C.P., 1910, class is playing association football with the Varsity team. This team has won the championship of the Inter-Collegiate teams, and now enters for the championship of the Province in the Association game.

Miss Maud Orchard, an O.C.P. graduate, who owns a drug business at Strathroy, has returned from a three months' trip through Saskatchewan. She was thoroughly delighted with the North West, and had a most enjoyable time horse-back riding and shooting prairie chickens. The flavor of the latter she declares to be superb.

Mr. J. W. T. Knox, who is well-known to our readers as the editor of the "New Idea," published by Frederick Stearns & Co., has severed his connection with the latter firm, and consequently with the editorial staff of the publication. Mr. Knox has accepted the position of Manager of the advertising department of "Vinol," and will make his residence in Boston, Mass.

ONTARIO COLLEGE OF PHARMACY.

Up to this date seventy apprentices have registered for this year at the O.C.P. We take this opportunity of reminding apprentices that by registering before December 15th of this year they will be enabled to commence their College course in 1914, whereas if they leave it for a month later they will not be able to enter College until 1915. This is in accordance with the new registration rule, and both employers and apprentices should make a note of this in the interest of the latter.

The present term of the College will end about December 18th, and the semi-annual meeting of the Council will be held Dec. 5th and following days.

The room in the upper flat of the College building has been transformed from a store-room into a well lighted and beautifully decorated reading room and library for the use of the students, filling a long-felt want, and will be an excellent addition to the College.

Among the old College graduates who were visitors at the College during the past month were: L. B. Gatenby, Hamilton; C. A. Ramshaw, Arnprior; W. C. Riddell, St. Catharines; E. O. Ritz, Berlin; P. Bawden, Ridgetown; Wm. Crow, Truro, N.S.; T. W. Goodyear, Woodstock; R. Wilson, Port Arthur; J. R. Gillespie, Orangeville; E. C. Haney, St. Thomas; Miss M. Orchard, Strathroy; R. M. Perkins, Ottawa; R.H. Nixon, Georgetown; B. M. Sargant, San Francisco, Cal.; George E. Parker, Los. Angeles, Cal.; J. D. McCann, with Mrs. and Miss McCann, Hornellsville, N.Y.

In sports the students of the O. C. P. are not behind their fellow students attending other Colleges in the city. In the University final intercollegiate foot-ball league they defeated the School of Forestry by 4 to 1, and also defeated the Normal School Club by 7 to 1.

Fred Dent, student at the present term of the College, and who hails from Woodstock, Ont., won the 220 yard race at the University field sports, and was second in the 100 yard race. He also won both the 100 and 220 yard race at Queen's College, Kingston, field sports, he being a member of the "Varsity" team.

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Huyler's World Famed Candies

Most acceptable gift to friends.

"A man is known by the candy he sends."

Connoisseurs have always preferred

Huyler's Candies Cocoa Chocolates

to all others on account of their Purity and that real Chocolate Flavor being present in such a marked degree.

It Pays to be a **Huyler's** Sales Agent

When near our store a glass of our unexcelled Chocolate Ice Cream Soda or a cup of our famous Hot Chocolate will refresh you.

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THIS DAINTY TOILET PREPARATION protects the Skin from the effects of Frost, Cold Winds and Hard Water, and prevents Roughness, Redness, Irritation, Chaps etc. It keeps the Skin Soft and White, and adds the charm of youth to the complexion

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- Rosadora
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Ideal Orchid Productions

- Orchid Perfume
- Orchid Talcum Powder
- Orchid Cream
- Orchid Sachet
- Orchid Cold Cream
- Orchid Toilet Water

A SPLENDID EXHIBIT.

For the past three years it has been open to the students of the O. C. P. to secure a prize of $10 for the best collection of plants, etc., not less than fifty in number, to be properly mounted and also classified with botanical and common names, this prize being offered by Mr. Peter Bawden, of Ridgetown, examiner of Botany at the College. Up to this year there has been no competition for this prize, but a student of the present term, Mr. W. J. Leonard, who served his apprenticeship with Mr. J. Lemp, Tavistock, Ont., has shown a collection of 100 specimens beautifully mounted and correctly named, altogether an exhibit which would well grace the walls of any College, and we trust that the Council will secure this exhibit for the new museum which they are now establishing in the College building.

Mr. Leonard deserves the greatest credit for the excellent manner in which the collection has been made, entailing, as it does, much time and persevering search for the material. However, he is amply rewarded, not only by the securing of the coveted prize and the additional knowledge secured from his labors, but also by the benefit accruing to him by the outside employment, which is not only one of pleasure, but of health giving as well.

The $10.00 gold piece was presented by Dean Heebner before the entire class of students, and the Dean, in making the presentation, congratulated Mr. Leonard on the splendid work, and he hoped it would be an incitement to others in succeeding years to follow the excellent example set.

Mr. Leonard is deservedly to be congratulated and we trust that the Council will do something towards recognizing his work by presenting him with a special medal for his excellent collection.

CHRISTMAS STATIONERY NOVELTIES.

Buntin, Gillies & Company, Limited, are showing an entirely new line of decorations in Christmas Flag Strings. These are lithographed in colors on heavy cotton, with Christmas mottos and designs. The flags are assorted in size, sewn on a strong tape, ready for hanging. They come in two lengths, five and nine respectively to a string.

Other seasonable goods are: Holly wrapping, in five and ten foot folds, Holly Ribbon gummed, Table Napkins, Christmas Papeteries, Crepe Paper, Playing Cards, Tally and Place Cards, Holly Cards, Labels and Seals.

W. R. Rawson, late of Winnipeg, succeeds Mr. Jewell as managing director of the drug store of Hoopers, Ltd., Toronto.

TORONTO DRUGGISTS MEET.

The drug section of the R. M. A., of Toronto, resumed its monthly meetings, Nov. 3rd. The Vice-President taking the chair in the absence of the President.

The matter of re-arrangement of Toronto districts for the electoral purposes of the council of of the O. C. P. was taken up, and on motion of Messrs. Curry & Struthers, it was decided to recommend to the council that Spadina Avenue and Spadina Road be the dividing line between the districts. A resolution was adopted, protesting against the proposed advance in the rental of telephones in the city of Toronto, and favoring government control of all telephone lines.

It was decided to arrange that the next meeting of the drug section should be held during the week of the O. C. P. Council meeting, and that a supper and open meeting be held at that time to which the members of the Council should be invited.

NOVA SCOTIA PHARMACY.

We are pleased to record the organization of the Pharmacy department of the Technical School of Nova Scotia, which began its sessions in the school at Halifax, Nov. 26th. The teaching staff are men of high standing in the profession, and we look for excellent results from this new department.

The staff is as follows:

Pharmacy and Dispensing—G. A. Burbidge.
Materia Medica—Dr. K. A. McKenzie.
Botany—G. R. Bancroft, B.A.
Chemistry—A. C. Harlow.

Lectures will also be given on the special subjects of Photography and Optics, the lecturers being respectively O.M. Hill and H.W. Cameron. These two latter courses of study are something new in connection with the Colleges of Pharmacy in this country, and will tend to adapt the retail druggists still better for these accessories to the general business of Pharmacy.

Prof. Sexton is the appointed President of the Pharmacy department, and has an advisory committee representing the Nova Scotia Pharmaceutical Society of Messrs. P. C. Fuller, G. A. Burbidge, E. T. Power and J. J. Kingley.

CANARY-BIRD FOOD.

Yolk of Egg, Dried	2	parts
Poppy Heads (Coarse Powder)	1	part
Cuttlefish Bone (Coarse Powder	1	part
Granulated Sugar	2	parts
Soda Crackers, Powdered	8	parts

Formulary

ELIXIR FERRI, QUININAE ET STRYCHNINAE PHOSPHATUM

Soluble ferric phosphate ... ...gm.	32.00
Quinine phosphate...... ... .gm.	8.50
Strychnine phosphate... ... ...gm.	0.24
Alcohol......... ....cc.	250.00
Glycerin... ... ...cc.	300.00
Oil of sweet orange ....cc.	2.00
Distilled water, q. s. to make...cc.	1000.00

Dissolve the ferric phosphate in 300 cc. of distilled water by cold maceration; dissolve the strychnine phosphate in 150 cc. of hot water; dissolve the quinine phosphate and the oil of sweet orange in alcohol; add the iron solution to the glycerin, and to this the alkaloidal solution, followed by the alcoholic solution and enough distilled water to bring the bulk up to 1000 cc. Allow the whole to stand for twenty-four hours and filter. This preparation does not change color even when disposed to light or dispensed in white bottles, but it is recommended that the stock bottle be of dark glass.—Adolph Marquier, N. J. Ph. Assoc.

TOLUTION OF ALBUMINATE OF IRON.

Dried egg albumen......	8.0 grams
Sol. ferric chloride (U.S.P.)	45.5 grams
Ammonia water (10 per cent)... .	34.5 grams
Sodium citrate......	25.0 grams
Aromatic elixir......	400.0 Cc.
Distilled water to make	1000.0 Cc.

Dissolve the egg albumen in 2,000 cubic centimeters of distilled water, and digest the mixture at 40 degrees, until the degrees gives no precipitate on boiling. Dilute the ammonia water with an ekbal volume of water, and add it slowly and in small portions to the solution of ferric chloride, shaking after each addition until the precipitate which first forms has redissolved. When all the ammonia water has been added, dilute the solution with 2,000 cubic centimeters of water, and add the albumen solution to the iron solution, slowly and with constant stirring. Precipitate this solution with a diluted solution of sodium hydroxide, carefully added, until the liquid is neutral. Allow the precipitate to settle, and wash it with distilled water until the washings give only a faint opalescence with silver nitrate.

Drain the precipitate on a muslin strainer, transfer it to a porcelain dish, add the sodium citrate, previously dissolved in 50 cubic centimeters of distilled water, and gently heat until the magma is dissolved. Cool the solution, add the aromatic elixir, and lastly enough water, distilled, to measure 1,000 cubic centimeters.

COD LIVER OIL AND IRON

As an improvement of the process of the Dutch Pharmacopoeia for a mixture of cod liver oil and iron benzoate, the following has been suggested.

Sodium benzoate.........	12.0 grammes.
Iron perchloride(sublimed)	12.0 grammes.
Carbon tetrachloride... ...	12.5 grammes.
Water......	60.0 grammes.
Alcohol (90 per cent.)	50.0 grammes.
Cod liver oil......	1,000.0 grammes.

Dissolve the sodium benzoate in the water and the iron perchloride in the alcohol; mix the two solutions in a flask, and add the carbon tetrachloride. Close the flask with parchment paper, and warm until the mixture separates into two clear liquids. Let the flask cool; draw off the supernatant liquid; mix it with the oil, and heat the mixture at 100 degrees C. until a clear solution is obtained.

CASTOR OIL EMULSION WITH CHOCOLATE.

This is said to be a highly palatable form for the administration of castor oil. It is given by the Pharmazeutische Zeitung.

Castor oil.........	600.0 grams.
Peppermint oil......	2.4 grams.
Acacia, powdered......	240.0 grams.
Tragacanth, powdered... ...	10.0 grams.
Glycerin......	100.0 grams.
Chocolate, powdered...... ...	80.0 grams.
Saccharin......	5.0 grams.
Distilled water, q. s.	1200.0 grams.

Boil the chocolate 5 minutes with the glycerin and water, and triturate the tragacanth and acacia with 120 cubic centimeters of this solution, previously cooled. To this mixture gradually add the oil, with constant stirring, to form an emulsion. The remainder of the chocolate decoction, containing the saccharin, is then added, and the whole thoroughly mixed.

FLOOR POLISH.

Carnauba wax...... ....'	1 ounce.
White wax.........	2 ounces.
Paraffin......	1 ounce.
Kerosene (white rose 150 test).	4 ounces.
Oil of terpentine......	4 ounces.
Oil of turpentine......	4 ounces.
Water.........	16 ounces.
Borax......	¼ ounce.
Liquor amm. detergens B.P.C.	¼ ounce.

Dissolve the borax in the water and heat to about 80 degrees C. Melt together the waxes and the paraffin, and add the oil of turpentine, continuing the heat until a clear solution is obtained. Then gradually add the wax solution to the borax solution, whipping the mixture with an egg-beater to get a creamy emulsion. Then add the ammonia solution, and finally the kerosene, gradually, and in the same manner, continuing the whipping until a smooth emulsion is obtained.

NOTICE TO THE TRADE.

It having come to my notice that attempts are being made to introduce hair brushes which are an infringent upon my trade mark. The "Ideal" Hair Brush, adopted by me in 1893, and registered June 26, 1906 under the law of 1905 in the Patent Office of the United States as No. 54282. I hereby warn the trade that I will defend my rights from any infringent by the use in connection with hair brushes of the word "Ideal," or the words "Good Idea," "New Idea" or any similar words which might be mistaken for "Ideal."

Yours truly,
HENRY L. HUGHES.
Chicago, November, 1, 1910.

AN OLD-TIME CATARRH SNUFF.

While the newspaper articles and magazine attacks on patent and proprietary medicines may hurt the newer preparations, some of them deservedly, they cannot injure articles of real merit that have stood the test of years, and always found true to their promises and professions. In thinking over the list of those remedies, those old-time friends whose names have become as household words, among others there is one that stands prominently before us—"Dr. Marshall's Catarrh Snuff"— a remedy prescribed by Dr. Marshall, of Middlebury, Vt., for half a century before cocaine, that curse the use of which has been fixed on so many under the disguise of catarrh snuff—was ever heard of. It was introduced by Charles Bowen in 1835, and F. C. Keith followed him as proprietor and manufacturer. Under the active supervision and judicious management of the latter, the business grew to enormous proportions. At his death, a few years ago, the proprietorship in Marshall's Catarrh Snuff passed to his son, C. H. Keith, grandso of Charles Bowen. The snuff is guaranteed to contain no cocaine, morphine or other ingredient of a harmful or habit-forming nature, and is therefore far removed from that class of drugs or preparations against which the public have been warned by magazine writers. It owes its popularity as a remedy solely to its merits and the innocence of its ingredients a remedy that has stood the test of time, and is to-day more popular than ever. Your stock is not complete without it.—From the "National Druggist," St. Louis.

LINOLEUM POLISH.

Carnauba......	2 ounces.
Hard paraffin.........	1 ounce.
Oil turpentine......	1 pint.

Melt all together, and stir until cold.

Optical

MYOPES OF LOW DEGREE.

There is no way of telling just how many people are myopes of low degree as these usually have no trouble with their distant vision, and so never come seeking aids to vision. It is true that they cannot see as well as they ought to when looking at distant objects, but in every-day life there is very little call for this, for there are not many people who have to make out distant, small objects. On the contrary, there is a great deal of use of the eyes for looking at small objects close by; as, for instance, reading the newspaper, but the myope because of his myopia is slow in reaching that point where glasses for reading are needed, and if the amount of the myopia is as much as 2 dioptres or even less, he can go his entire life without using them, and even if it is less than this he can, when he becomes presbyopic, by holding his reading matter in a bright light manage to get along. It is true that he would be better off with a proper correction in glasses, but not every one is a wise man, so the myope is apt to get along without glasses. The small number of myopes who come to the optometrist does not show that the total number of those with this defect is low, but simply that they do not form any considerable part of the optometrist's practice.—Optical Review.

A BRACKET TRIAL FRAME.

A Bracket Trial Frame to be thoroughly useful would require to be easily adjustable for height, etc., and at the same time to be quite rigid when once fixed in position. It would also be necessary to have a very comfortable means of resting and fixing the customer's head in position. The means adopted in the keratometer, where the forehead rests against a fixed bar, is a great improvement on the usual chin-rest provided with similar instruments. The chin being movable in respect to the eyes always allows a certain amount of play. At the same time, I think that if this position is to be used for testing, the way in which the client has to sit will involve considerable strain, as much longer time is necessary for only finding the astigmatism.

SYMPTOMS OF EYE STRAIN.

The eye is an exceedingly delicate organ, remarks Good Health, and yet it is surprising how much abuse it endures. Some of the distressing ailments of the eye are due to long continued

AN EFFECTIVE

Eye Protector Spectacle

IN ALBEX WHITE METAL

No. 29 EYE PROTECTOR. Oval lenses 1½ x 1⅞ inches, smoke, blue, amber or clear white. The frame is made of non-oxidizable metal, neatly finished and designed to fit closely to nose and cheek, thus effectively protecting the orbit. $2.40 per dozen.

No 729 CABLE EYE PROTECTOR. Same as above but with cable temples. $3.50 per dozen.

We fill no retail orders direct from our factory, but these styles can be obtained from all leading Canadian jobbers at the above prices.

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strain which might be entirely prevented by means of properly adjusted glasses. Sometimes eye strain is due to the use of glasses which are not exactly adapted to the eye. A person who buys glasses from an optician runs great risk of suffering in this way.

The symptoms of eye strain may be easily recognized. In cases of far sight (hypermetropia) headache is very often a common symptom. The headache may extend to the sides and even the back of the head, or may effect the whole head. Headache due to eye strain is produced or increased by the use of the eyes and disappears with rest. What is commonly known as sick headache not infrequently results from eye strain. A common symptom of eye strain is irritation and inflammation of the margins of the lid. In many cases styes occur, especially after long use of the eyes; there is blurring of the eyesight, especially after the eyes have been used a little time, and it is observed that the lines or letters are not seen distinctly. Drowsiness is another symptom often noted. Cross-eye or squint, when seen in children, is generally due to far sight. The eye in such cases is often smaller than normal. In cases of this sort no difficulty is experienced in looking at objects at a distance, but in reading or fine work of any sort, difficulty is experienced. Persons who require glasses because of advancing age will be quite likely to suffer from these symptoms, as well as those who are troubled with defective eyes. Near sight, or myopia, is not generally accompanied by other symptoms than inability to see clearly objects located at a distance.

DETERMINING VISUAL ACUITY.

By R. J. Coulter, in the Ophthalmologist.

The determining of visual acuity must be based on the measurement of the "minimum separabile," or the smallest separation at which two simultaneous impressions give rise to two independent sensations, and not on the "minimum visible," or smallest object which gives rise to a definite sensation. This is the principle on which Snellen's optotypes and their various modifications are founded, and on both practical and theoretical grounds it would be a pity to abandon it.

The unit of measure for visual acuity should be an angle of one minute. This is the unit which was adopted by Snellen, and experience has shown that the standard established with it as a basis is a reliable one, although many eyes have more than full normal vision according to it. Consideration of the confusion which should arise between the records of the past and those of the future, in case it were altered, makes one devoutly thankful that no such change is suggested.

The illumination of the test types should be by diffused daylight coming from opposite to the type and not laterally. There is, no doubt, much variation in practice in this respect, but considering the impossibility of always obtaining daylight and the variations in its illuminating power, which may occur within short intervals of time, even at midday, it would seem as if a standard artificial illumination would have been preferable.

The degree of visual acuity is regarded as proportional to the smallest angle under which (or the greatest distance at which) the test-object is distinguished. Here, again, Snellen's principle is rightly adopted rather than the suggestion of Vierordt, that it should be regarded as inversely proportional to the tangent square of the smallest perceptible visual angle.

MODERN BUSINESS METHODS.

I would suggest the following to the retailer desirous of meeting competition :

Have a thorough knowledge of your business.

Analyze carefully the competition you have to contend with.

Engage the best of help.

Build up an organization.

Sell good goods.

Be prepared for the emergency.

Tell the truth, whether it be the spoken or written word.

Use printers' ink freely, but judiciously.

Play fair with your competitor.

Play fair with the general public.

CELLULOID VARNISHES FOR PHOTOGRAPHIC USES.

1.	Celluloid	5 parts.
	Ether	16 parts.
	Acetone	16 parts.
	Amyl acetate	16 parts.

Mix and let dissolve.

2.	Celluloid	10 parts.
	Camphor ether	40 parts.
	Ether	30 parts.
	Acetone	30 parts.
	Amyl acetate	30 parts.

Mix and dissolve.

3.	Celluloid	5 parts.
	Camphor	5 parts.
	Alcohol absolute	30 parts.

Mix and dissolve.

—Neueste Erfindungen u. Erfahrungen.

Gum benzoin is produced as a result of a wound in the tree, and is regarded as a pathological product by which the tree protects itself. It is not formed on normal barks.

SELL SEEDS THAT FEED—
SPRATT'S
MIXED
BIRD SEEDS
Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.
Ask your jobber for them.
Packed in boxes containing 3 dozen 1-lb. packets.

BLUE TONES IN PHOTOGRAPHIC PRINTS.

Beautiful tones can be obtained on silver bromide and gaslight development papers by the use of the following solution:

Ammonio ferrous sulphate	0.65 gram.
Potassium ferricyanide	0.25 gram.
Hydrochloric acid	0.6 c.c.
Distilled water	300.00 c.c.

The prints, after fixing and thorough washing, are placed in the above solution and allowed to lie there until the desired tone is obtained; they are then well washed in clean water.

INDELIBLE INKS.

Pharmazeutische Praxis gives these formulas:—(Nat. Drug.)

1.

a.	Copper chloride	4.0 parts.
	Sodium chloride	5.0 parts.
	Ammonium chloride	2.5 parts.
	Water	30.0 parts.

Make a solution.

b.	Aniline hydrochloride	5.36 parts.
	Gum arabic	21.00 parts.
	Glycerin	2.05 parts.
	Water	120.00 parts.

Make a solution.

Mix 1 part of a with 4 parts of b.

2.

a.	Anilin	7.70 parts.
	Paratoluidin	1.30 parts.
	Hydrochloric acid, dilute	15.00 parts.
	Mucilage of acacia	15.00 parts.
b.	Copper chloride	2.6 parts.
	Sodium chloride	2.00 parts.
	Ammonium chloride	1.30 parts.
	Potassium chloride	1.30 parts.
	Mucilage of acacia	11.00 parts.
	Water	20.00 parts.

The salts are dissolved in water and the mucilage added. For use, equal parts of a and b are mixed.

COLORLESS LIQUID GLUE.

This can be prepared by dissolving 3½ oz. av. of gelatin and 2 drachms of oxalic acid in 1 pint of water. This solution is placed in a porcelain beaker and kept on a boiling water bath for some five to six hours; it is then removed from the water bath and the liquid is poured into a porcelain casserole. After dilution with water, the solution is neutralized by the addition of potassium carbonate. When the potassium oxalate formed has precipitated, the liquid is decanted onto a filter. The filtrate is then concentrated in a porcelain casserole, at a moderate temperature, until about 7 oz. av. of the product is left. The use of porcelain vessels is essential, as iron vessels would communicate a slight tint to the product.

BATH POWDERS AND TABLETS.

Powder

1.—	Powd. Castile soap	400	parts
	Sodium Carbonate (dry)	33	parts
	Orris root powd	130	parts
	Almond meal	200	parts
	Oil bergamot	3	parts
	Oil lemon	1	part
	Oil cloves	½	part

Mix well.

2.—	Powd. borax	4	oz.
	Salicylic acid	1	dr.
	Ext. cassia	1	fl. dr.
	Ext. Jasmine	1	fl. dr.
	Oil lavender	20	min.

Tablets.

Sodium carbonate	4	oz.
Tartaric acid	1½	oz.
Orris root	½	oz.
Oil lemon	30	min.
Oil Orris	5	min.
Oil ylang-ylang	5	min.

Mix the oils with the orris root, and add the other ingredients; make into a stiff paste with alcohol, and divide into tablets.

Cheer spells confidence. Confidence spells success. Men who succeed are cheerful.

THE MARTIN, BOLE & WYNNE CO.
WHOLESALE DRUGGISTS
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COMING WEST?

SHOULD you desire to come to the great North-West, either to engage in the drug business for yourself, or to take a position as a clerk, we may be able to assist you.

We are constantly in touch with every section of Western Canada, and we shall be glad if we can be of service to any one, desiring information, as to location, etc.

We know of several good drug businesses for sale. Cash required to handle runs from $1,000 to $5,000, also know of a number of good openings for Doctors to handle drug store and practice combined.

Write Us

DRUG REPORT.

Toronto, Nov. 23, 1910

There are no special changes to note in prices this month. Business is excellent, and orders are coming in freely. The general look for holiday trade is reported good, and repeat orders shew an advance demand for Christmas lines.

GERMANY'S DRUG TRADE IN 1909.

Some interesting observations are made in a report on Germany's trade for the latter part of 1909, and the beginning of the present year, prepared by the American Council at Dresden.

"The last few months of 1909 were so brisk for the German drug trade," according to the statement, "that it was hoped the improvement would last into 1910. This was, however, not the case, as even in January and February business in pharmaceutic and technical drugs and chemicals was very limited. The German trade journals attribute the former to the mild and healthy winter of 1909-10, and the latter to the fact that buyers did not believe that the high prices of 1909 would continue, and so purchased only necessities. There was little speculative buying, despite the cheapness of money. The tariff negotiations with the United States and France and the elections in England also effected the market unfavorably. Prices in general sank, except on oils and fats, which advanced. The export trade was satisfactory, due to the enterprise of the German manufacturer, who extends his foreign trade to counterbalance the excessive home competition. Vegetable drugs are supplied in growing quantities by foreign countries, chiefly Russia, Austria-Hungary, the Balkan States, Italy and Spain. From January to May, inclusive, the imports and exports of the German Empire in drugs, chemicals, and colors were as follows: Imports, 34,034,000 dols. in 1909; 37,601,000 dols. in 1910; exports, 55,216,000 dols. in 1909, 67,830,000 dols. in 1910."

Business-Opportunity Notices

For Sale, Exchange, Help Wanted, etc., 50c. for 25 words or less; subsequent insertions 25c. Send cash with order.

BUSINESS FOR SALE.

Drug business for sale. Rosthern, Saskatchewan, population 1,200. Best wheat town in Canada. Seller wishes to retire from drug business. Stock, $1,000; property, $3,000; residence, $3,000. Half cash. Balance on easy terms. A grand business for a good man. We won't wait long, so write at once for further information to

J. A. STEWART,
Druggist, Rosthern.

SITUATION VACANT.

Wanted, druggists assistant, for branch store. One with three or four years experience.

SCARFF'S PHARMACY,
358 St. Catherine St. West, Montreal.

FOR SALE.

Complete line of Drugs and Drug Sundries. 3 large silent salesmen and 1 go-between (good as new), about 25 feet of glass, wall display fixtures, etc. Will sell stock or fixtures separately. Worth purchaser's time to investigate. (Partnership would be considered).

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